PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 38 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA September 23, 1922

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

SATINETTE

This distinctive white enamel is beyond any comparison for its whiteness and beautiful finish. Nothing yet attempted will give your customers the same satisfaction. Good for inside and outside. Supplied in gloss, semi-gloss and flat white. Also in Ivory, Grey, Blue or Green.

ELASTICA FLOOR FINISH

A high grade floor varnish that lives up to its name. A tough, elastic finish that will stand very hard wear and will never chip or crack. A line of sure profit and satisfaction.

LACQUERET

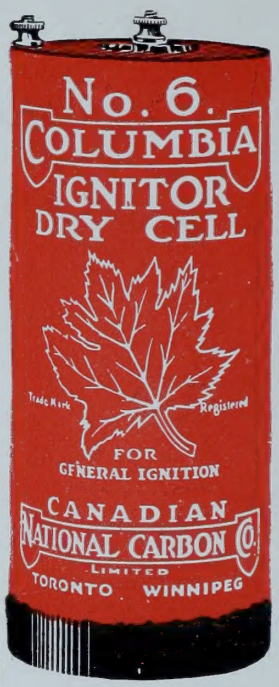
This household varnish stain has stood the test of time and is winning more friends every day. It comes in many shades possessing great color richness which lasts. Lacqueret is a powerful sales producer.

Write us for full particulars of these and other Elastica Products—no obligation

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

The Best Known Batteries—



are Easiest to Sell

THE Columbia Dry Battery has achieved fame and popularity by the length of its life and its abundance of strength—made known to the public through constant advertising. Because of their reputation, Columbia's are the most easily and quickly sold Dry Batteries in Canada—affording a sales opportunity too profitable for any dealer to overlook. Place an order at once with your jobber, and write us for sales-building display material.

CANADIAN NATIONAL CARBON CO.
LIMITED

MONTREAL TORONTO WINNIPEG

Columbia Dry Batteries

—they last longer

10.CT



Dietz Easily Cleaned Short Globe

Large enough to slip the hand through without squeezing. No spot out of cleaning reach. Wide openings remove risk of cutting the hand on the edges.

The experience of 80 years of lamp and lantern making and standardized production enable the Dietz factories to furnish lanterns of known dependability and highest illuminating power possible in a kerosene lighting device.

When you sell a Dietz Lantern you are reaping a good profit on an article of assured quality that will give permanent satisfaction to your customer.

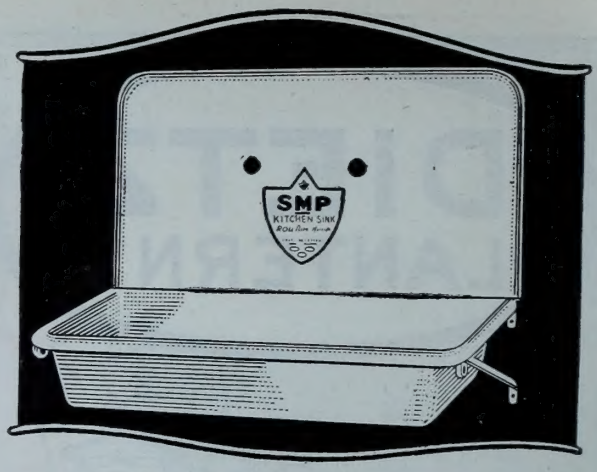
H. S. HOWLAND, SONS & CO. LIMITED

Distributors DIETZ LANTERNS

TORONTO

If interested tear out this page and place with letters to be answered.

Are You Following Up The Building Boom?



All over Canada thousands of new homes are being built. Every one of these houses requires a sink—some houses require more than one. Thousands of other homes are being remodelled and renovated. A great many of these require sinks.

Are you following up the building boom? Are you getting a good share of the business? Have you realized what splendid possibilities there are in **SMP** White Enamelled Roll Rim Sinks?

Price is $9.90 Ex-Warehouse, Toronto. Compare this price with others. It weighs only 58 lbs., which is less than half the weight of other sinks. Figure out what you would save in freight in a year's time.

SMP White Enameled ROLL RIM SINKS

Each **SMP** Roll Rim Sink is packed complete ready for shipment including nickel-plated brass strainer, special adjustable brackets and couplings for iron and lead pipes. Size 18 inches by 30 inches with a back 16 inches high. Made of 16-gauge Armco Rust Resisting Iron over which are fused three coats of a very special enamel. Place your order at once. **SMP** White Enameled Roll Rim Sinks are in great demand.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered



"Yes, Madam, this Gold Seal proves it is a genuine Gold-Seal Congoleum Art-Rug"

What the Congoleum Gold Seal Stands For

To-day the women of Canada know the things the Congoleum Gold Seal stands for—they've read Congoleum advertising in the leading magazines, newspapers and farm papers.

They know that the Gold Seal signifies:

1. That the floor-covering is genuine Gold-Seal Congoleum—the nationally known and advertised brand.
2. That this rug will give her full value in wear, lighten her housework and add to the charm of her home.
3. That her money will be refunded if the rug is unsatisfactory.

That's why it's easy to sell them floor-covering that carries the Congoleum Gold Seal—that's why it pays to show them this Gold Seal.

Are you making the most of your opportunities? Are you getting big, easy profits offered by Gold-Seal Congoleum's popularity and reputation? There's no trick to it. Simply let women who pass your store know your store is headquarters for Gold-Seal Congoleum—feature it in your local advertising. You'll be surprised at the number of passers-by who become customers.

We will gladly help you. Let us send you some of our circulars, selling helps, handsome window-cards and hangers printed in colors, and convincing advertisements you can run in your local newspaper.

Gold-Seal Congoleum gives a merchant a name for dealing in guaranteed and nationally known merchandise. And this is an asset for every merchant. Feature the Gold Seal and reap the advantages it is bound to bring.

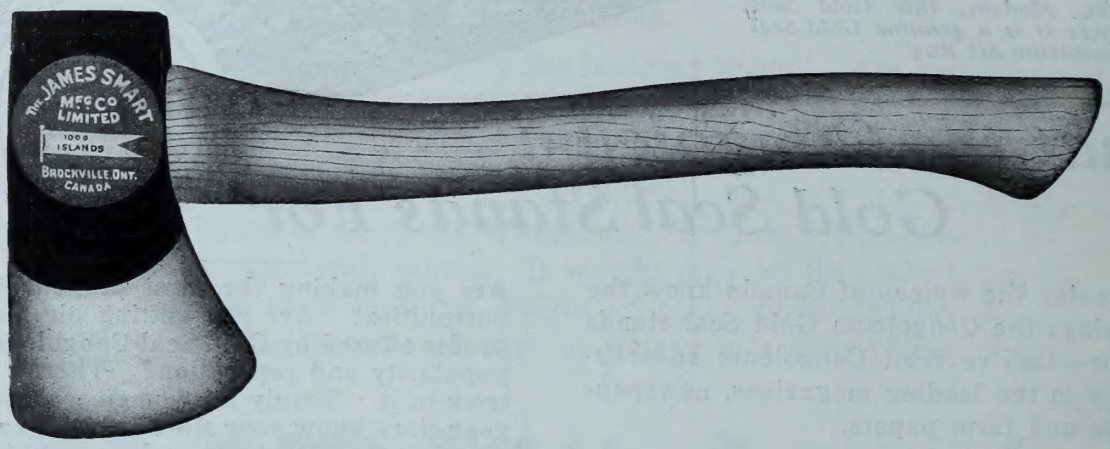
Gold Seal
CONGOLEUM
ART-RUGS
Made in Canada
by Canadians —— for Canadians

CONGOLEUM COMPANY OF CANADA, LIMITED
1270 St. Patrick Street, Montreal, Quebec

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CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART'S HUNTER'S AXES



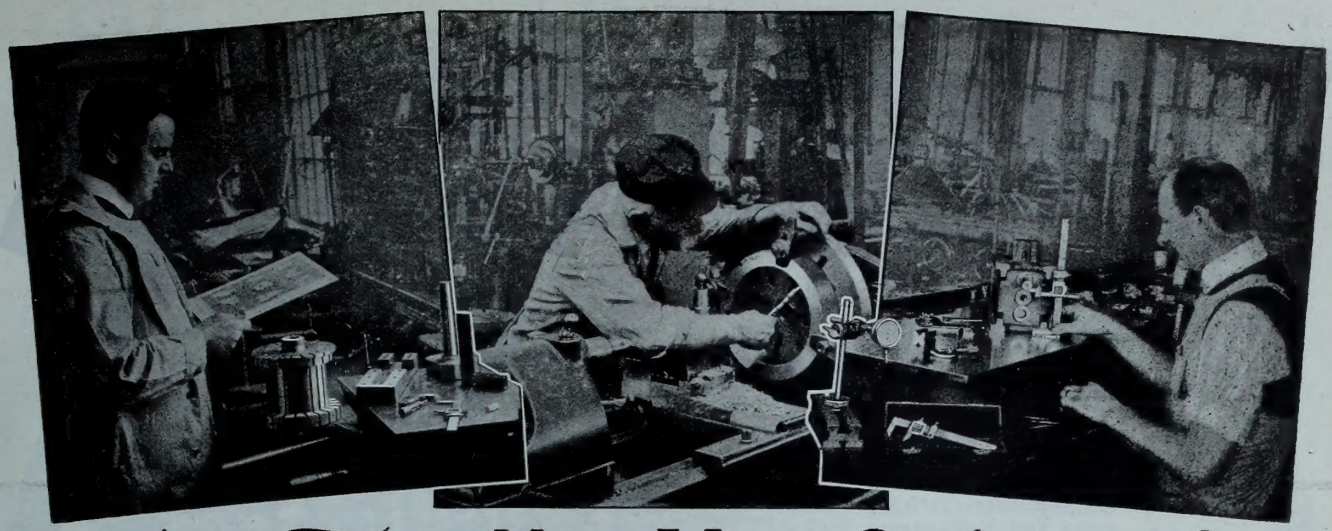
They will never let you down

JAMES SMART PLANT

BROCKVILLE, ONTARIO

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered



Are These Men Your Customers?

THEIR requirements represent a permanent and profitable trade and when they come to you are you able to furnish them with the tool that they desire? Do not disappoint them and send them elsewhere by not having the tool that they demand—be able to supply their needs. Have your stock of Brown & Sharpe Machinists' Tools complete. It will establish your store in their mind as a good place to trade.

B·S

BROWN & SHARPE MFG. CO.

PROVIDENCE, R. I., U. S. A.

If interested tear out this page and place with letters to be answered

LIQUID VENEER

Get Ready Now for the Good Things that are Coming—

We want to help you make all the money you can.

On September 11th we will launch our big Fall Advertising Campaign in Magazines and Newspapers that will create a tremendous demand everywhere for Liquid Veneer and Liquid Veneer Products.

Now is the time to stock up on these three splendid house-cleaning specialties! If you want quick turnovers, permanent, satisfied customers and BIG PROFITS —look over the list below and send your order to your jobber.

These Prices Are to the Dealer Only

LIQUID VENEER

	DOZ.		DOZ.
4 oz. (30c. bottles) in cartons	$2.40	64 oz. ($2.00 bottles) $1.34 each, or	$16.00
12 oz. (60c. bottles) in cartons	4.80	128 oz. ($3.50 bottles) $2.34 each, or	$28.00
32 oz. ($1.25 bottles)	$10.00		

Liquid Veneer Mop Polish

	DOZ.		DOZ.
4 oz. (30c. bottles) in cartons	$2.40	64 oz. ($2.00 cans) lithographed	$16.00
12 oz. (60c. bottles) in cartons	$4.80	128 oz. ($3.00 cans) lithographed	$24.00
32 oz. ($1.25 cans) lithographed	$10.00		

Liquid Veneer Mops

	DOZ.		DOZ.
L-V Champion Mop (Retail Price $2.00)	$16.00	L-V Junior Mop Swab (Retail Price $1.00)	$8.40
L-V Champion Mop Swab (Retail Price $1.25)	$10.50	L-V Victory Mop (Retail Price $1.25)	$10.00
L-V Junior Mop (Retail Price $1.75)	$14.00	L-V Victory Mop Swab (Retail Price 80c.)	$6.40
		Liquid Veneer Hand Mop (Retail Price 60c.)	$4.80

Better write for Special Deals and Free Offers if you want to get FULL share of Liquid Veneer Profits.

Liquid Veneer Products are made in Canada.

BUFFALO SPECIALTY CO.

BRIDGEBURG, ONT.
BUFFALO, N.Y. LONDON, ENG.



If interested tear out this page and place with letters to be answered

You are selling the KNACK of Shaving



Says the Wise Old Owl

It's easy to say "Go and get it—
The buyers are waiting right now."
This preachin' is easy, you bet it—
Sounds simple to get 'em, but HOW?
Sell only the goods a man's needin'
The things he's glad always to own.
Just sellin' the goods ain't succeedin'
Sellin's more than just sellin' alone.
When you've got somethin' good keep on tellin'
The public it's good and say WHY.
The "why" is the secret of sellin'
The "why" is what makes people buy.

"The Why"



Please excuse us if this ad. is a little like a correspondence course on selling. It's not meant that way.

And there's money in it for you and for us.

We want to tell you **why** the New Improved Gillette is the best razor that you can sell.

We have taken the knack out of shaving and put it into the razor—reduced it to figures and metals, made it an actual mechanical feature of the New Improved Gillette and patented it at Ottawa.

No man can shave wrongly with the new razor. He has the knack when he has the razor.

It's all in the angle of the cutting edge—the angle that shavers have sought after since the beginning.

They cannot miss it in The New Improved Gillette. It is incorporated in this razor.

A little thing—but everything—the patented feature that makes your customer's first shave and every shave a perfect shave—saves wear on the blades and lengthens their service.

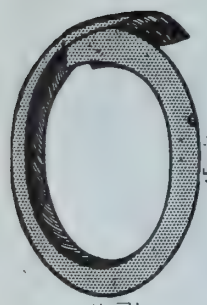
Gillette
Safety Razor

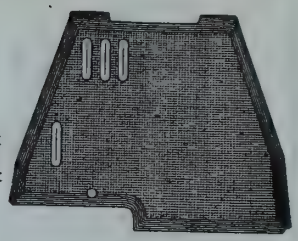
The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

901





AUTOMOTIVE GP BRAND EQUIPMENT

A Line That Motorists Like to Buy

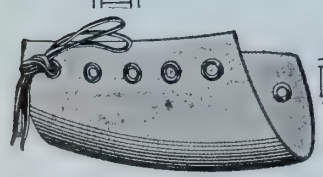
Running Board Mats, Radiator Hose, Rubber Headed Mallets, Blow-out Patches, Cementless Patches, Vulka Patches, Sealtite Patches, Floor Mats, Gasoline Hose, Pedal Rubbers and Wind-proof Mats for Ford Cars in models for Sedan, Touring, and Coupe Bodies.

Manufactured Exclusively By

Gutta Percha & Rubber Limited

Head Offices and Factories, Toronto.

Branches in All Leading Cities of Canada





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S.C.C.

BOLTS

NUTS
WASHERS
RIVETS
OF EVERY DESCRIPTION

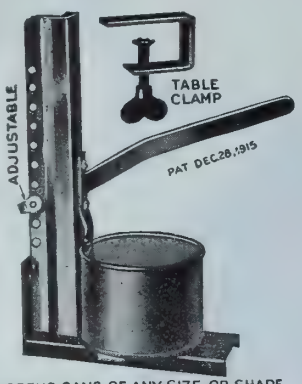


CARRIAGE BOLTS
MACHINE BOLTS **PLOW BOLTS**
ELEVATOR BOLTS
TIRE BOLTS **STOVE BOLTS**
SLEIGH SHOE BOLTS
STEP BOLTS **TRACK BOLTS**

THE STEEL COMPANY OF CANADA LIMITED

General Offices :
HAMILTON and MONTREAL
Sales Offices : Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered



OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER



SATURN REEL
Clothes Line



Quality and the Ladd Line

National Hardware Bulletin, June, 1922, says:—"**QUALITY GOODS** are not something for a limited class. They have their **ATTRACTIONS FOR EVERY-BODY**, even those who cannot afford them. The admiration and hunger for **QUALITY** is one of the deepest human instincts, **AND NO BUSINESS MAN CAN GO WRONG IN APPEALING TO IT.**" The **LADD LINE** now **REPEATS IT** and modestly invites your especial attention to itself — **THE QUALITY BEATERS OF THE WORLD.** Add to **QUALITY,** the words **PROFIT, SERVICE, SATISFACTION** (with which quality is stuffed) and you have your own and the Ladd Line's appropriate slogan.

Ladd Beaters—4 styles for all requirements.
Ladd Mixer Churns—1 qt., 2 qts., Removable Beaters.
Saturn Reels—2 Finishes, 40 ft. cord.
Saturn Can Opener—Safety, stationary.
Can Openers—5 usual varieties.
Razor Paring Knife. **Nut Crackers.**

JOBBERS the world over and US

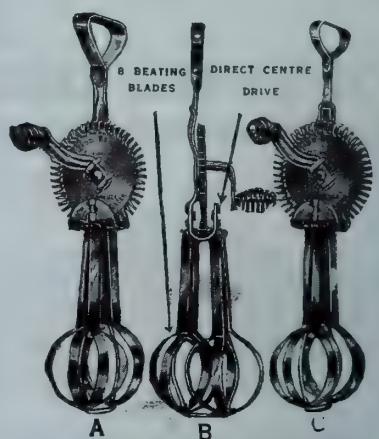
Canadian Representatives;

G. S. Whitaker & Co. 8 Colborne St., Toronto

UNITED ROYALTIES COPORATION
1133 Broadway, New York



LADD
Mixer Churn



LADD ALLSTEEL BEATERS

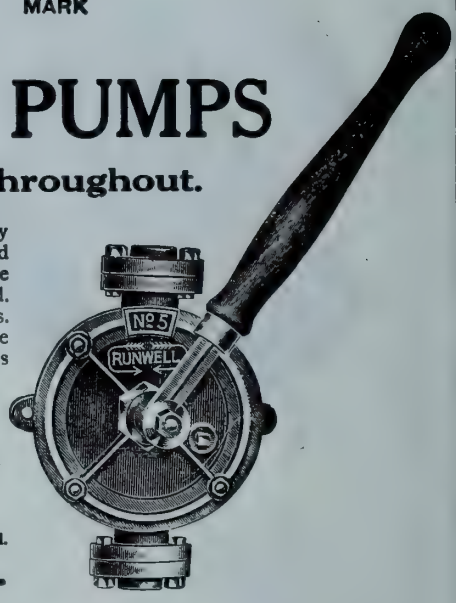
TRADE **RUNWELL** MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W., Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
212 Coristine Bldg.
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

If interested tear out this page and place with letters to be answered

Practical Heaters for Soft Coal

There's positive proof that the coming season will present wonderful selling opportunities for

McClary's So-hot air-blast Heater



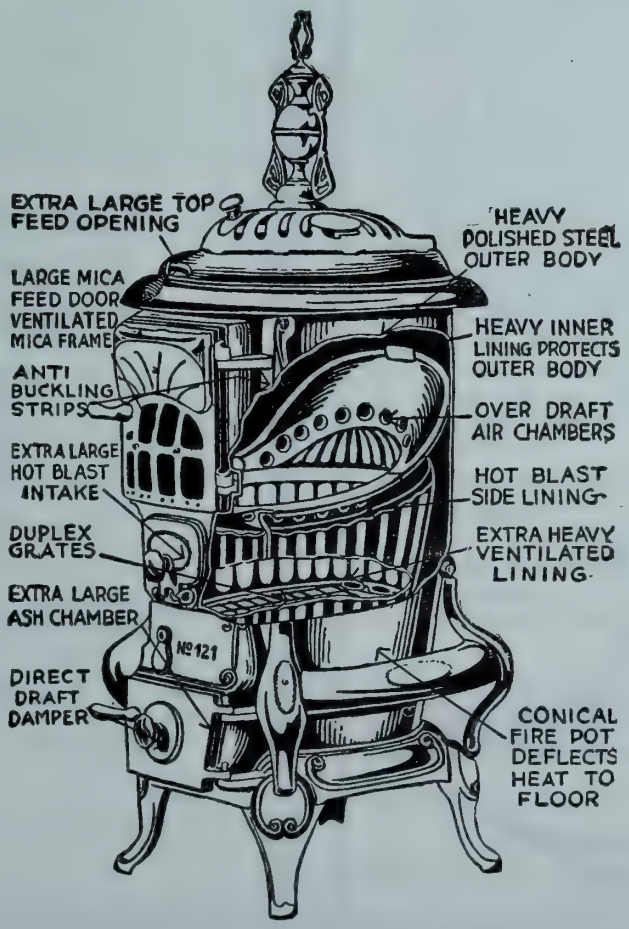
Very Hot Blast

This is a Heater that's different. A special air blast cast-iron ring encircles the top of the firepot. Through this ring a current of air passes in from the outside, becomes intensely hot and flows steadily over the coal. All the coal gases are ignited at the correct moment for giving the best service. The result is a clean heat of remarkable intensity radiating directly into the atmosphere. Other parts of this heater are built to give long lasting and satisfactory results.



Tortoise

Take advantage of the present unusual conditions by giving up your best display to the "So-Hot." Besides displaying it well, talk over fuel prospects with your customers and stress the importance of providing some safeguard against possible eventualities.



Other soft coal heaters in our line include McCLARY'S "Very Hot Blast" and "Tortoise," both sturdily built and possessing exceptional heating abilities.

We have advertising literature available to help stimulate your sales and will forward you a quantity on your request.

McClary's

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary Saskatoon Edmonton

McClary's

London Toronto Montreal Winnipeg Vancouver St. John, N.B. Hamilton Calgary Saskatoon Edmonton

If interested tear out this page and place with letters to be answered



A Way to Sell More Starrett Ratchet Wrenches

You'll sell more Starrett Patent Ratchet Wrench sets if you play up its advantages to your garage and service station trade. Every auto-mechanic would like to own this tool but he's got to be shown that he's going to get his money's worth out of his investment.

We are showing him through the advertising in the magazines he reads—**you** can complete the sale by demonstrating the set itself to him.

You won't have to show him how useful the Starrett Ratchet Wrench will be to him—he can see its advantages at a glance. Show him the quality—the Starrett quality of every socket, handle and part of the 37 tools that make up this set. Show him the advantage of having a set that he can "treat rough" and yet be certain that it will be on the job for years to come. Show him that when he considers the actual service he will get from this tool—this Starrett Ratchet Wrench is the cheapest set he can get **at any price.**

Put a little extra effort on the auto-mechanic—he is your best customer for this tool.

Write for Catalog No. 22 M. A. and the Supplement describing the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Starrett Tools

42-437

"I've Used These --I Know Them!"

Can you sell a "substitute" to a customer who talks like that? The easiest thing to do is to give him what he knows and wants. And if he is a file user, he knows and wants these brands for files—he has found they can be relied on for long and efficient service.

For over fifty years these brands of files have been the standard:

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

PORT HOPE ONTARIO

If interested tear out this page and place with letters to be answered



MILLERS FALLS

Bits and Augers

6 different Heads
26 distinctive Types
46 Stock Sizes

How's this for a complete line?

Auger Bits
Electricians' Bits
Ship Auger Bits
Ship Auger Car Bits
Extension Lip Car Bits
Ship Augers
Ring Augers
Boring Machine Augers
Rafting Augers
Machine Bits
Nut Augers

MILLERS FALLS bits and augers are made in all lengths of twist, both single twist and solid center. They provide a complete line which meets all wood boring conditions.

Well proportioned lips and spurs, accurately formed heads, keen cutting edges, and deep, clean cut screws characterize these Millers Falls bits.

Push No. 531 (Ford) Auger Bits—they'll pull for you!

Some of the advantages of these popular bits:

1. Bore with less friction.
2. Wide throat and deep center prevent clogging
3. Bore equally well in all kinds of wood—wet or dry, green or seasoned, hard or soft
4. Cut out with little splintering
5. Easier to resharpen.
6. Bore faster than the regular double-lip bits.

Your stock is not complete without these finely fashioned Millers Falls tools. Put up in twelve different sets. Also single sizes. (Canvas roll or wood box.) Our catalogue describes in detail each set and each individual tool. Stock up now, if you have not already done so.

No. 531 (Ford) Auger Bit. Other numbers, left to right: 542, 812, 935, 931, 532.

Canadian Representative:
Mr. F. J. MACDONELL
Hamilton, Ontario

MILLERS FALLS COMPANY
Millers Falls, Mass.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

If interested tear out this page and place with letters to be answered

Enameled Lithographed Toys



We have a nice variety of strongly made, sensible Toys in Enamelled Ware as well as in lithographed and plain Tin Ware.

These Enameled Kitchen Sets are made in "Colonial," "Premier" and "White Ware" and are furnished in handy cardboard boxes. Davidson's Toys are always a satisfactory line. Write us for new Toy Catalogue.



The Thos Davidson Mfg Co Limited

Established 1860

Head Office :
MONTREAL

DAVIDSON

Branches :
Toronto Winnipeg
Calgary Vancouver

What is Your Idea of Financial Independence ?

You save money; each year you draw from your business profits which you put away with some definite end in view. You are aiming at financial independence. It may mean a bigger and better business; it may mean an education for your children, a trip around the world or just assurance of prosperity for your family in the event of your death. But whatever your conception of financial independence you can only attain it by saving and by **conserving what you save.**

A Knowledge of Investing Will Save You Money

Every dollar you have placed by can be made to earn more dollars for you. Dollars that are invested in securities that do not provide the fullest in safety and income return are lazy dollars. It is essential that every man should keep informed on all investment matters if he is to make the most of his savings.

What Kind of Securities Have You in Your Strong Box?



Is every bond you hold paying interest regularly and are all your stocks paying dividends? Are you sure that your life insurance policies are best adapted to your needs? Are your investments the kind that will help you to attain your ambitions?

These are the questions you ask yourself from time to time. If you read The Financial Post each week you will find these questions answered.

SPECIAL OFFER If you have any investment or financial problem at the moment write it on a separate sheet of paper, enclose it with the coupon and the editor will give you the benefit of his advice.

The Financial Post Can Serve You

It will bring you each week news and views relating to stocks and bonds, insurance, estates, mortgages and real estate. It will give you a personalized investment service, for in addition to the 52 valuable numbers that will come to you each year you have the privilege of having your own particular problems answered by the editor at any time and as often as you wish. The Post is helping 9,000 other Canadian business men to invest efficiently. It can help you. Fill in the coupon to-day.

Join the 9,000 Business Men who find profit and pleasure in THE FINANCIAL POST

Clip Here

FINANCIAL POST,
143-153 University Avenue, Toronto.

I enclose $5.00. Send me THE POST for one year (52 issues).

NAME .....

ADDRESS .....
H.M.2.

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WAYAGAMACK PURE KRAFT

Is an Ideal Paper

for use as a wrapper or cover for articles of every description.

It can be obtained in Glazed or Unglazed finish and in Plain, Finestripe and Broadstripe patterns from the following wholesalers.

NEW BRUNSWICK

ST. JOHN—Schofield Paper Company, Limited.

ONTARIO

OTTAWA—Continental Paper Products, Limited.

TORONTO—Kilgour Bros., Limited.
H. E. Livingstone & Company.
Ratcliff Paper Company, Limited.
Wilkinson Paper Company, Limited.
Wilkins Smallware Company.
Weatherhead Paper Company, Limited.
Cameron & Fraser.
The Brown Bros., Limited.
Victoria Paper & Twine Co., Ltd.

HAMILTON—Walter Woods, Limited.

LONDON—Reid Bros. & Company, Limited.
H. T. Reason & Company.
The E. B. Eddy Company, Limited.

FORT WILLIAM—Tees & Persse, Limited.

ALBERTA

EDMONTON—John Martin Paper Company, Ltd.
Western Supplies, Limited.

CALGARY—Stanley Paper Company.
John Martin Paper Company, Limited.

BRITISH COLUMBIA

VANCOUVER—Columbia Paper Company, Limited.
J. C. Wilson, Limited.

VICTORIA—Columbia Paper Company, Limited.

NOVA SCOTIA

HALIFAX—The E. B. Eddy Company, Limited.
Schofield Paper Company, Limited.

QUEBEC

QUEBEC—Lucien Frigon.
St. Lawrence Paper Bag Company.

MONTREAL—Continental Paper Products, Limited.
Dominion Paper Company.
The E. B. Eddy Company, Limited.
M. S. Kilby, Limited.
Alex. McArthur & Company, Limited.
MacGregor Paper Company, Limited.
Robertson & Parker.
Victoria Paper & Twine Company, Ltd.
J. C. Wilson, Limited.
E. A. Cole & Company, Limited.
Munderloh & Company, Limited.
Librairie Beauchemin, Limited.
Beveridge Supply Company, Limited.

MANITOBA

WINNIPEG—Kilgour Bros., Limited.
John Martin Paper Company, Limited.
J. C. Wilson, Limited.
Walter Woods, Limited.

SASKATCHEWAN

REGINA—Paper & Stationers, Limited.

MOOSE JAW—Tees & Persse, Limited.

SASKATOON—Tees & Persse, Limited.

Wayagamack Pure Kraft

means

Strength and Security

If interested tear out this page and place with letters to be answered



WILLIAMS' SUPERIOR Drop Forged Pliers and Screw Drivers

Efficient—Durable—Dependable

Ever-ready Tools for Every Kind of Work

Auto Pliers—with slip joint for automobile and general use.

Fence Pliers for wire stretching and splicing; three slots for wire cutting.

Side-Cutting Pliers—with checkered handles, providing an ideal slipless grip.

Thin Bent Nose Pliers—with slip-joint—for any work where the clearance is limited.

Screw Drivers—drop-forged from best quality of steel, and tempered; hardwood handles, fluted for firm grip.

J. H. WILLIAMS & CO., Limited
"The Drop-Forging People"
45 Thorold Road St. Catharines, Ont.



Brakes on hard! a skid–a bump! but no damage–the car is protected with

LYON Resilient BUMPERS

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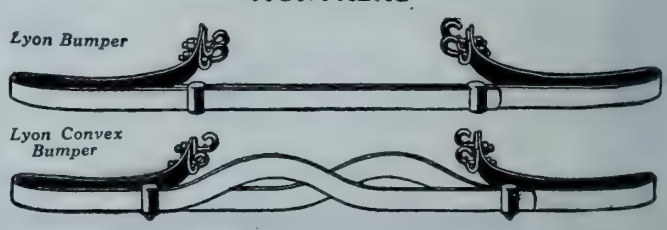
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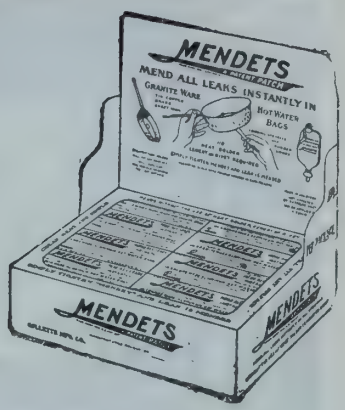
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BARNES CANADIAN SPRINGS
STEEL
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CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

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Are Entirely Made in Canada

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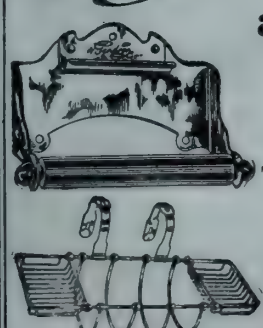
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The live dealer who is anxious for quick turnover, profitable sales and highly satisfied customers should write for our new price list.



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Quality Goods
Service

The VICTORY Card Sells 'em



It's handsome! Made in four colors and holds one dozen assorted padlocks—it's a silent salesman.

Any one can tell by just looking at them that "CANADA" and "VICTORY" Padlocks are the **best** padlock value.

Better get a stock from your jobber right away.

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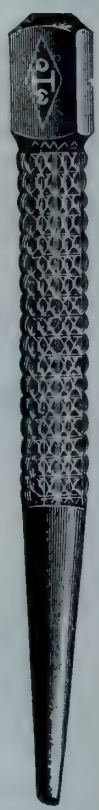
THE new Embossed Knurl hand-hold gives a sure, steady grip even when hands are oily.

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Write for latest catalogue.



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Selling Representatives: Ontario, **A. H. Moore,** 74 Rusholme Rd., Toronto, Western Provinces:—**S. H. White Mfg. Co., Ltd.,** Winnipeg. Maritime Provinces:—**Richardson & Bureau,** Montreal.



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The deep V-shape friction groove accommodates various diameters of clothes lines. The space between the groove and guard allows knots to pass.

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The price encourages sales.

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W.D.S.&Co. DURO ALUMINUM
TRADE MARK

"DURO"

REGISTERED
W.D.S.&Co. DURO ALUMINUM
TRADE MARK

ALUMINUM WARE

FULL WEIGHT.



TEA KETTLE AND INSERT

No.	Kettle	Insert
169	5 qts.	2 qts.
180	7 qts.	2½ qts.

A most convenient combination. Polished finish.

"Duro" Aluminum Cooking Utensils are made of 99% pure aluminum. They are highly polished and have the X-Ray sanitary inside finish.

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SEE REDUCED PRICE LIST, JULY 3rd, 1922.

MADE IN CANADA

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A. F. Burns, Hamilton.
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Made in 8 lengths from 2 to 12 inch blades



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Your Jobber Can Supply You

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A picture tells a story at a glance.

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Illustrated advertisements bring more business.

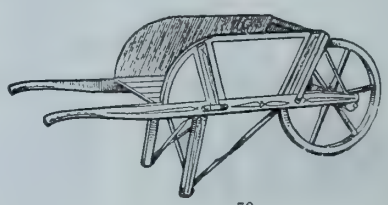
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91


175


247


253


79


97


372


376


227

Any of the 412 electros in the booklet are available to subscribers at 30c each, cash with order.

Write To-Day for Free Booklet.

HARDWARE & METAL

Electro Department

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Toronto, Canada


269


282

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"The Standard of the World"

The result of thirty years of careful development to make an absolutely perfect plier.

Sold by all jobbing houses.

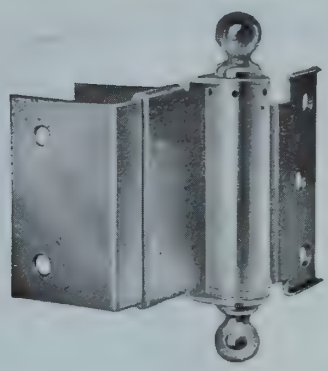


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Utica Drop Forge & Tool Co.
Utica, N. Y.

Resident Sales Representatives
SMITH-STEWART COMPANY, London Loan Bldg., London, Canada

No. 1800---A Splendid Hinge for Light Doors



FOR lavatory doors not exceeding 30 lbs. in weight we recommend a pair of No. 1800 wrought metal spring hinges in place of one four-inch hinge and blank. They are not only better but cheaper.

Canadian Representatives for Quebec, Ontario and Maritime Provinces:
SMITH-STEWART CO.,
London Loan Bldg. LONDON, ONT.

LAWSON
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You wouldn't take the time to write a letter to a man in the next room. Why not call down your speaking tube—the Long Distance telephone—and order or re-order what you want? The jobbers' and manufacturers' warehouses are at your elbow.

Buy extra help where you can buy it cheapest. You **"Use the Bell to Sell" Use it to buy.**

Every Bell Telephone is a Long Distance Station

Sundry Cabinets



SUNDRY CABINET NO. 102

Many Little Sales Make Big Profits

With a Cameron Sundry Cabinet you can, with ease and dispatch, handle many lines of goods which though small are very profitable.

For keeping seeds, small auto accessories and other "hard to handle" stock a Sundry Cabinet is unsurpassable.

Write for our catalogue.

They are built in many sizes and shapes, and one can be found that will exactly fit that corner in your store which now is idle and unproductive.

Cameron & Company
74 Logan Ave. Toronto

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FURS are - - scarce. Prices are high. This will be a big year for game traps. - -

ONEIDA - - - COMMUNITY - GAME TRAPS -

EVERYTHING indicates a big trapping season. Fur bearing animals are plentiful.

Trappers insist on the dependability of ONEIDA COMMUNITY GAME TRAPS.

Place your specifications with your jobber right away—our trap factory is already working to capacity.

Oneida Community, Ltd.

NIAGARA FALLS - ONTARIO

Oldest and Largest Manufacturers of Game Traps.

Makers of **Victor, Oneida Jump, Hawley-Norton** and **Newhouse Traps.**

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Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. SEPTEMBER 23, 1922 No. 38

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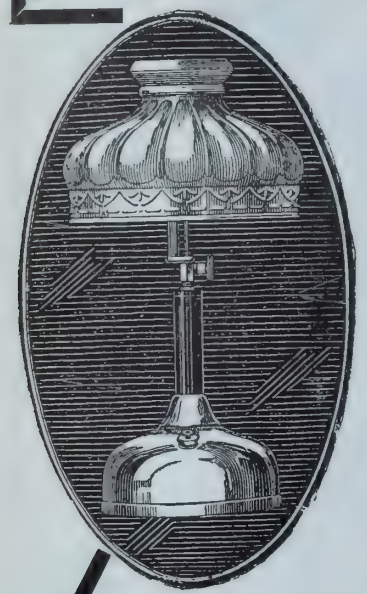
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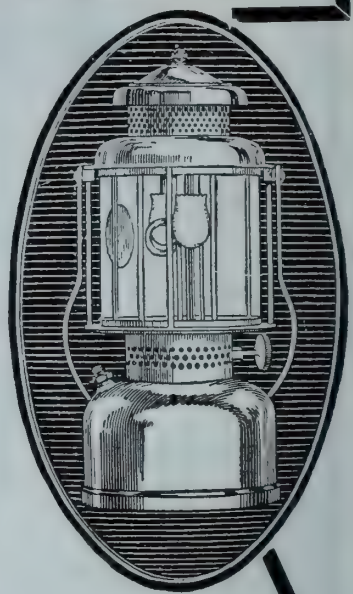
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Coleman Quick-Lite

Lamps and Lanterns

Made in Canada



THERE'S always a big demand for Quick-Lite Lamps and Lanterns at this season. Be prepared to supply these dependable Made-in-Canada lights. Get your full share of sales—and the worth-while profits! Order —NOW.

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THE COLEMAN LAMP COMPANY, LIMITED

Queen Street East and Davies Avenue, Toronto

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, SEPTEMBER 23, 1922 No. 38

Hobbs Hardware Official States Retailers' Charges Unfair and Untrue

Statement Made to Hardware and Metal by Mr. Whitwam, Vice-President and Managing Director of Hobbs' Hardware Co., at London

UNDER the heading "Hot Protest by Retailers Re Jobber," Hardware and Metal reported in the Sept. 9 issue, a meeting which took place in Toronto where charges were made by London retailers, against the Hobbs Hardware Co., Ltd., of London, who it was stated were doing an extensive retail business in their wholesale warehouse and were selling goods retail at wholesale prices. Interviewed by Hardware and Metal, Mr. Whitwam, vice-president and managing director of the Hobbs Hardware Company, has made a statement, in which he denies the charges and states that many of the statements made by the retailers were unfair and untrue. The statement made to Hardware and Metal by Mr. Whitwam follows:

LONDON, Ont., September 21.—Unqualified denial of the charge made before the executive committee of the Ontario Retail Hardware Association that the Hobbs Hardware Company is subjecting retail hardware merchants of London and district to unfair competition was made to Hardware and Metal to-day by C. A. Whitwam, vice-president and managing director of the Hobbs Hardware Co., Ltd.

"Many of the statements that were made were deliberately unfair and untrue," said Mr. Whitwam. "We absolutely do not cater to it. The retail hardware men and nobody else are to blame for the situation that exists to-day. As a result of failure to keep their word they have lost out and now they are squealing. They are poor losers, to put it mildly. We intend to go right along as we have been doing and they can do whatever they like about it. We do not knowingly sell at wholesale prices to anyone not entitled thereto and will not.

"All our lines of merchandise bear two marks, the wholesale price and a fair retail price. We do not want retail business at all and make no attempt to carry on any over-the-counter trade as we do not want to be bothered with it, but there are cases which in the ordinary course of events cannot be ignored, and which we or no other firm in the country would turn down. For instance if a large contractor with whom we are dealing sends one of his men down with an order, and the man while filling it wants a pair of scissors for his wife or a pocket knife for himself, we cannot say we will not sell him. If it were not for the fact that somebody would say we were bribing the man we would gladly give him the scissors or knife. As it is we let him have them and claim this is perfectly legitimate. Everyone who comes into our place of business asking for merchandise is very closely questioned and if he should be charged the retail prices he is charged them and what is more a sales tax in addition."

Asked regarding the statement that the firm advertises and goes after retail business in that way, Mr. Whitwam stated that nothing of this kind is done. Formerly he said on account of the fact that Col. Hobbs was an intimate friend of A. Talbot, proprietor of the Echo, a local weekly paper, advertisements of a general nature were run in that paper. The Echo people did considerable job work for the Hobbs Company, and it was felt that they should be given some advertising. Two years ago, however, Mr. Whitwam stated he took the matter up with Col. Hobbs, pointing out that the advertisement was bringing people into the warehouse and that as they were not retailers, they did not want this business. He received instructions to discontinue the advertising and this was done immediately. The only advertisements now in which the Hobbs Company's name appears are those in which some manufacturer wishes to advertise and wishes it mentioned that

Hardware and Metal's Comments Re Hobbs Controversy

WITH the article in this issue Hardware and Metal has published both sides of the argument in connection with the Hobbs Hardware controversy. The charges made by the retailers were published in full in the Sept. 13 issue, along with brief statements made by Mr. Whitwam of the London wholesale house and Mr. Bibson of Oneida Community, Ltd. In the accompanying article Mr. Whitwam states the case for the Hobbs Hardware Co. There is one phase of the matter which has not been referred to by either the retailers or the Hobbs Hardware Co., but which Hardware and Metal believes has a bearing on the present trouble in London. Hardware and Metal believes the trade should be given as complete details as possible, and hopes to present some additional information in the next issue.

the Hobbs Company is their distributor. This, said Mr. Whitwam, is perfectly legitimate.

"The whole trouble," said Mr. Whitwam, "is that the retail hardwaremen cannot or will not carry the stock to look after the requirements of the trade. We carry approximately a million dollars' worth of merchandise and we are in a position to look after the needs of a large contractor or any one else. Fifteen years ago the local hardware merchants took up with me the question of not selling to these people. The retailers themselves at that time were hardly buying anything from us and they promised that if we would not sell they would give us their business. I took them at their word and in one year they gave us business that did not amount to anything. I told them they had not done as they had agreed and that we were going to sell. They sent a deputation down and said that they knew they had not done as they had agreed but to give them another chance and they would give us their business. I said all right, and we let things run on for another year. They did no better and when the time was up I told them we were going to sell to contractors and similar accounts. They again wanted to promise us business but I told them frankly I did not believe them and that we were through, and we did as we said and have been supplying the requirements of our legitimate customers. Last spring T. H. Purdom, Jr., met me and said he was tired of dealing with those people over there, meaning another jobbing house, and following a talk with him, the retailers promised us $100,000 worth of business if we would not sell locally. Their best month was June, when they bought something over $3,000 worth from us. Including their purchases our business for the month was in the neighborhood of $38,000. I pointed out to them that we would far rather have the $35,000 worth of business that was independent of them entirely, and the profits from the lines that were handled, than their trade. They simply cannot handle the business that we are taking care of and are poor losers. As far as we are concerned we plan to go right along as we are going, and feel that we are justified. We are not selling promiscously to everybody who comes in as has been charged and we do not want to. That kind of small over-the-counter trade we do not want to be bothered with."

Regarding the statement that six thousand dollars' worth of plated ware had been shipped back to a manufacturer, Mr. Whitwam declared the story was made out of whole cloth. "The jewellers," he said, " by putting on their sacrifice sales had cut prices to the point where they were selling at dealers' costs and the Hobbs Company was blamed." There was no foundation whatever, he said, for blaming the Hobbs Co., and when one of the officials of the company in question, visited London and investigated, he found that a jeweller was planning a sale at prices which were undesirable and rather than have it go on, arranged with the jeweller to return his stock to the factory. The Hobbs Company, said Mr. Whitwam, had nothing whatever to do with this matter.

Secretary MacPherson's Letter to Hobbs Co.

FOLLOWING is the letter sent by Secretary W. F. Macpherson, of the Ontario Retail Hardware Association to the Hobbs Hardware Co., Ltd., London:

Prescott, Ont., Sept. 13, 1922.

Messrs. Hobbs Hardware Co., Ltd.,
London, Ont.
Dear Sirs:—

At a meeting of our Executive held in Toronto recently I was requested to forward the enclosed letter to the wholesale trade, relative to retailing by wholesale firms, complaints having been received by retail firms who have been directly affected.

I would state also that dealers in your city have protested strongly about conditions referring to the large amount of retail business done through your wholesale warehouse, and although they have had a couple of conferences with you, have not been able to secure any definite understanding, nor any suggestions which might tend to create an understanding which would lead to the removal of their grounds for complaint.

The deputation from the London Retail Association who waited on our Executive, were prepared to place a most liberal interpretation of the word "Wholesaler" and its scope. I might further say that while the practice of retailing from a wholesale warehouse is practised to the detriment of those dealers in the immediate vicinity, still, numbers of our Association not in any way affected, have shown themselves opposed to this practice.

We trust that this matter shall receive such consideration at your hands as will remove the cause for complaint and create a new spirit as between yourselves and the regular hardware dealers.

Yours very truly,
THE ONTARIO RETAIL
HARDWARE ASSOCIATION,
Secretary.

Hardwareman Expresses Viewpoint Regarding Application of Sales Tax

Western Hardware Merchant Suggests Collecting Sales Tax at Source of Supply—Manufacturers Would Have to Add This to Cost of Goods—Claims Collection Would be Simplified

FOLLOWING up the numerous articles which have recently appeared in various issues of Hardware and Metal, the following letter expresses the viewpoint of J. L. S. Hutchinson, of the Saskatoon Hardware Co., Saskatoon:

"Surely the manufacturers cannot object to the government collecting this tax direct from them in the first place, when it is simply added into the cost of their goods and they are protected against any goods that are imported into Canada, as all goods imported have to pay the same tax, in fact the tax on imported goods is much higher. What the government should do is to collect all the money that is necessary to meet their obligations, first as quickly as possible and at the lowest possible cost. We believe that any government would be willing to admit these facts and if this is so, why not, as above stated, go to the source of supply and collect this money each month, which can be done without any extra machinery, without all these branch offices all over the country, without all this delay and cumbersome machinery? For instance as an illustration there are approximately about half a dozen nail manufacturers in Canada. If the government collected their tax from these, they would only have the tax to collect from six sources, and the tax would be collected each month, as soon as the goods were shipped out by them, but under the present system of operating this tax, or under the system as outlined in your article, a small percentage of the tax is collected when the manufacturer ships these goods to the jobber and then probably six months or even a year later another portion is collected through the jobbers after they have disposed of these nails to the retailer, and in all probability there are one hundred and fifty or more jobbers who are handling nails, so that the government immediately has to collect from one hundred and fifty different sources the balance of this tax in addition to waiting a year for it and being out of the use of this money."

APPOINT ONTARIO AGENTS

The Smith-Stewart Co., London Loan Building, London, Ont., have been appointed Ontario representatives for the Riverbank Manufacturing Co., of New Glasgow, N. S.

Farmers Buy Electrical Appliances

Discussions With Electrical Exhibitors at Canadian National Exhibition Show That Farmers Are Taking Keener Interest in Electrical Goods—Are Prospects for Whole Range of Electric Appliances—Coal Shortage Sells Electric Heaters



SOME indication of the manner in which hardwaremen are advertising electrical goods is seen in this layout. G. J. Parker & Co., Alvington, Ont., illustrate electric washers and ranges, along with wash-day requirements. McAvity's, St. John, advertise electrical appliances to save time and labor, stating "Conduct your home with the utmost efficiency, comfort and convenience, and the best means to that end are modern electrical appliances. Saving of time is assured as well as saving of the usual labor that accompanies household work. Every model home should include all the high quality appliances we sell, such as vacuum cleaners, electric irons, toasters, grills, percolators, etc."

Orillia Hardware Co., Orillia, Ont., advertise electric irons for ironing during the continuation of the warm weather. J. B. Kernaghan Hardware, Prince Albert, Sask., advertises an electric washing machine. Main Hardware Store, Burlington, has some facts to relate concerning a vacuum cleaner. Scriven's Hardware, Thedford, Ont., runs an ad. entitled, "Does your washing look like a mountain? Does it loom up every week and scare you? Do you dread the coming of Monday, with its drudgery, work and worry? Solve your problem with an electric washer. Our electric irons make ironing a pleasure." Northern Hardware Co., Edmonton, advertise electric irons for fall use as do also Bernhardt Hardware, Preston, Ont.

Discussing electrical trade possibilities with a number of manufacturers exhibiting at the Canadian National Exhibition this year, a number of interesting points were brought out as a result of experiences with those attending the Fair. It is quite evident that the use of electricity is increasing rapidly. On Farmers' Day this fact was quite evident.

"The farmers are showing an unusually keen interest," said one electrical exhibitor. "I have been astonished at the number of prospects in rural districts which we have obtained this year. Many show interest only in the novelty of the appliances and say 'It would be very nice if we had electricity.' But there are increasing numbers who either have now or expect to have electric service soon installed."

This same condition was reported by exhibitors of vacuum cleaners, washing machine and wringers and the smaller appliances. Particularly those appliances designed to lighten the burden of farm work were being examined. It has been found that the gradual improvement of conditions on the farm has brought the farmer and his wife to the stage where they realize what modern facilities really mean in making their work more efficient. Farmers themselves who have experienced the use of electricity on their farm, also tell of the use of toasters, percolators and curling tongs in their homes, indicating that there is no limit to the electrical appliances which may be sold to this class of buyer.

The threatened coal scarcity brought increased interest on the part of visitors to the Fair in heating appliances. One manufacturer stated that he was behind nearly 18,000 electric heaters, and orders for over 500 such heaters had been taken while the Fair was in progress.

Do Customers Know What You Sell?

Howie's Hardware, Brantford, Ont., Found That Customers, After Buying Household Needs, Would Go Elsewhere to Buy Step Ladders Not Knowing That This Firm Sold Them—Window Display Sold Eight Ladders in Couple of Days—Singling Out Lines for Special Treatment

AN incident recently happened in Howie's Hardware at Brantford, Ont., which suggested to Mr. Howie a line of merchandising which could be developed. He had been in the habit of arranging window displays of seasonable lines, occasionally featuring odd articles which he thought might be suitable. In a display of hardware for fall housecleaning, such as boilers, washing machines, irons, etc., he decided to include a number of ladders. Eight of these step ladders were sold in a couple of days to people engaged in renovating their homes before the coming of the cold weather, and this provided Mr. Howie with an idea. He began to investigate the ladder business in town and found that considerable of such business was going to furniture and other such stores. He realized immediately that many customers probably figured that he did not sell these and though they would purchase many other requirements for cleaning, some of them undoubtedly passed out of his store to go and buy ladders elsewhere when he could have supplied their needs. Since that time ladders have been prominent in all displays of housecleaning equipment and many sales have been made.

The idea which this gave to Mr. Howie was that there were probably other lines in his stock which people did not directly associate with the hardware business though they are distinctly hardware lines. In some communities other retail stores carrying such lines have probably advertised them more aggressively and secured the business. This convinced Mr. Howie of the necessity of singling out such lines and giving them special attention in the displays.

Won't Restrict Stock

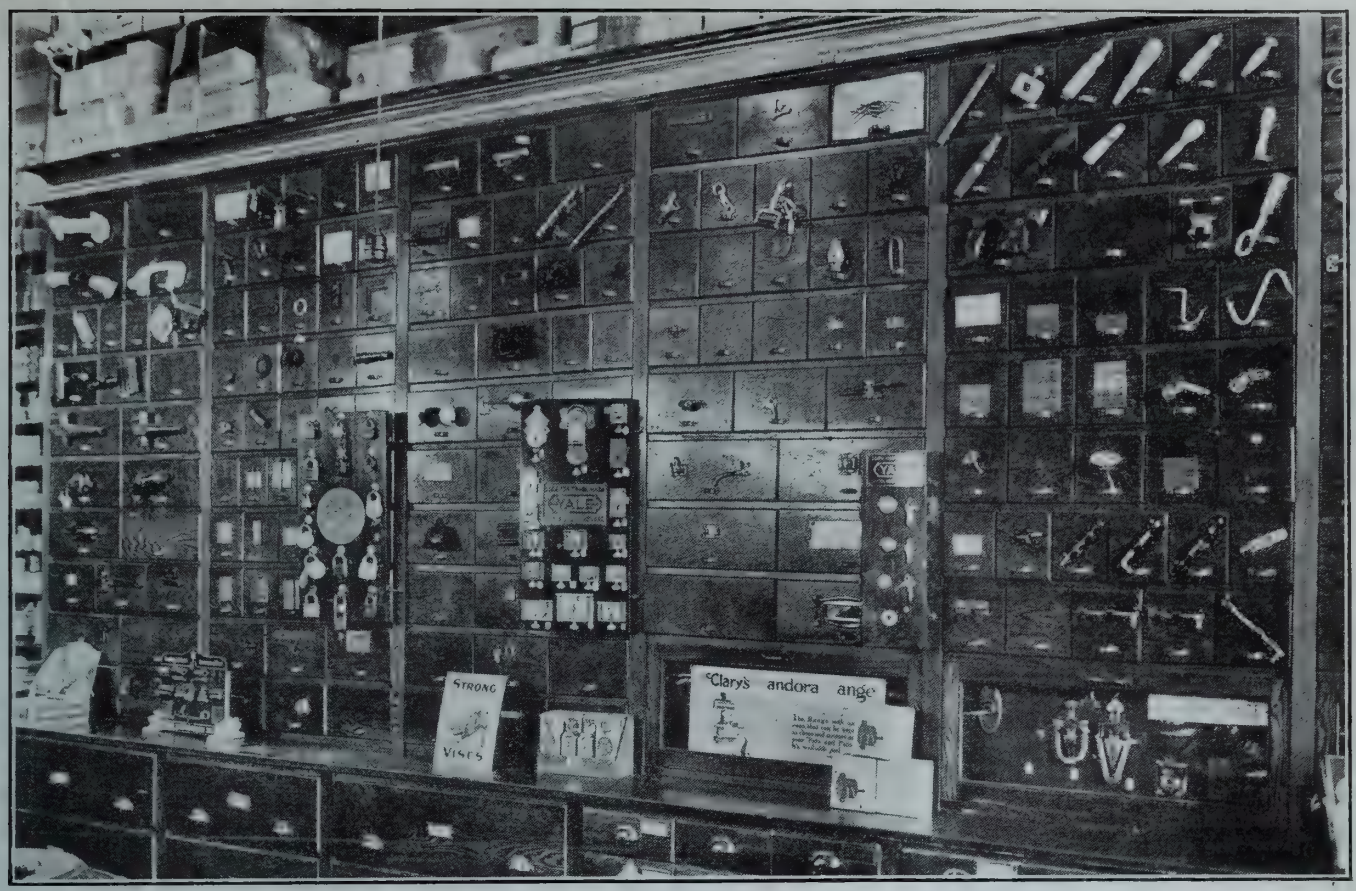
There has recently been some discussion as to whether or not the hardwareman would be better advised to restrict his stock to lines of hardware which are not being sold by other stores and not attempt to get in on a share of business in lines which other merchants are handling as well. The argument is along the line that the hardwareman's advertising may help the other merchant's business in that line because it advertises the article itself as much as it does his particular store.

Mr. Howie does not believe this to be good merchandising. He is of the opinion that such lines are in most cases primarily hardware and that other stores selling them have less right to them than have the hardwaremen. He believes in pushing the sale of such lines vigorously and showing customers that the hardware store is the place to buy such lines as might be put in this class.

This firm enjoys a good trade with builders. A policy was followed of watching permits and following these up, but it soon became evident that much time was wasted in this because many buildings for which permits were taken out were not actually started for some time after. Mr. Howie has found that the best way to secure such business has been to send one of his salesmen around



Paint department of Howie's Hardware, Brantford, Ont., prominently located so as to stimulate interest in Fall paint trade. Mr. Howie is a firm believer in constantly driving home arguments for painting at all seasons of the year and has succeeded in very largely making this an all year business. The paint department with shelves kept well filled and where splendid light is available is shown herewith.



Howie's Hardware in Brantford, Ont., uses most modern store fixture equipment to interest prospects. Note the samples of various hardware on the front of the various drawers. This wall fixture is located right inside the store entrance and while customers are waiting to be dealt with they may examine closely these samples.

town on a bicycle, watching for signs of new construction and talking matters over with builders. Permits for alterations or repairs to property are more frequently gone on with immediately and these are sometimes used for prospects.

Uses "Save the Surface"

In connection with the active paint business which this firm does, Mr. Howie makes use of the "Save the Surface" campaign. He believes this to be the one sure foundation for future paint trade. He reports that there has been some complaint due to prices but this is chiefly where the prospect has suffered from unemployment.

Samples of various hardware lines stocked are affixed to drawers and cabinets around the walls of the store. No counters are placed in front to obstruct these but customers are given every opportunity to examine these samples closely while waiting to be dealt with. Demonstrations are arranged frequently, especially in connection with such lines as washing machines and other such household appliances where some instruction in use is required. When such special attention is given it is found these lines move actively. The window displays are used to best advantage at all times, and good sized space is used in the local newspapers three times a week. The advertisements and window displays concentrate on certain definite hardware lines.

PROGRESS IN BUILDING

Montreal.—Figures for the first eight months of the present year, issued at the City Hall, show that construction work in the city is still making good progress. An increase of over $3,000,000 is recorded over the same period last year. The greater part of this increase is attributable to the demand for more dwelling houses, which has followed a time of light building during and immediately after the war. In addition to dwelling houses, permits for five new school houses have been issued representing a cost of from $150,000 to $200,000 each. Several new churches were also built during this period.

According to official records from the building inspector's department, 3,786 permits were issued from January 1 to August 31, representing a value of $13,514,234, as compared with 3,240 permits for buildings valued at $10,430,176 for the corresponding period of 1921.

BRISK SALE FOR HEATERS IN KINGSTON

Kingston, Ont.—"It's an ill wind that blows no person good," says an old adage, and it applies to the current sale here of heaters. The cool weather and the scarcity of coal has resulted in a brisk demand for heaters and dealers report a good business. Oil and electric heaters are being put out in goodly numbers. The first of the coal supply is expected to arrive the latter part of this week, but citizens are not taking any chances and are installing heaters. In addition to the heaters many citizens are having oil burners installed. Citizens in general are endeavoring to get along with heaters for a couple of months until the real cold weather sets in. Wood is coming into the city in large quantities, but is selling as high as $16 per cord and is very expensive burning at this price.

PEAT AS A FUEL

Ottawa.—Peat, as a domestic fuel, is rapidly becoming a commercial fact. At least, that is the conviction of Hon. Charles Stewart, Minister of Mines, on his return from an inspection of the government plant at Alfred, Ontario.

Cost is the crucial point in the manufacture of peat fuel, Mr. Stewart pointed out. This is being solved by the substitution of labor-saving machinery.

Scientific tests have shown that 1.8 tons of peat are equal in heating value to a ton of anthracite. While not recommended for use in the furnace in the coldest weather, it is described as a good furnace fuel for use in the fall and spring months, and also for use in kitchen ranges and fire places.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, SEPTEMBER 23, 1922

When Numbers Are Misleading

EACH YEAR the management of the Canadian Exhibition strives to set up new records for attendance. The impression is given that the number of people who can be jammed through the turnstiles is the measure of the fair's success. Hon. Manning Doherty very effectively told the directors as their luncheon guest that the idea of over-filling the grounds and buildings was a poor one if the effect was to have entertainment seekers crowding out those who would benefit by the exhibits from an educational standpoint.

The mistake of being carried away by mere numbers, of over-looking quality in striving for quantity, is a common one. There are many business men who are otherwise sane and sound in the conduct of their business, who are imposed upon by big circulation statements when buying advertising. The manufacturer or wholesaler with a few thousand customers, makes a great mistake when he pays big prices for advertising space on the basis of a hundred thousand circulations.

Of Interest to Investors

OWING TO the extent to which retail hardwaremen invested in war loan bonds and the fact that such bonds are continually being handled in connection with the settlement of accounts, it is of interest to the trade, particularly those holding the five and a half per cent. war bonds maturing December 1 next, to note the offer being made now to renew this loan on favorable terms. The present offer is to exchange the maturing bonds for new bonds bearing the same rate of interest, running for either five or ten years as the bondholder may prefer. A further inducement to the investor is that he receives a bonus of one month's interest. Arrangements for the exchange of the bonds can be made at any branch of the chartered banks.

Credit "Granting"---Debtors' Self-Analysis

THE TERM, credit granting, is a misnomer. Its use shows how very little was known of this medium of exchange in the early days of its development. What the credit department really does is not to grant credit but accept credit. Its chief responsibility is to appraise the credit capacity of a customer and determine to what extent it is safe and wise to exchange commodities or loans for the credit of the applicant. If credit is a medium of exchange, which it is generally conceived to be, then the customer cannot have the commodities and credit both. He must exchange his credit for the commodities or loans.

This picture of the credit task will open wide vistas to the credit manager who must recognize that his task is the sizing up of the capacity of people and the value of the credit offered in exchange for the commodities.

Effects of Fuel Shortage

PRODUCTION of pig iron in Canada suffered a decline of 14.45 per cent. during August, as compared with the record of the previous month. The total output in the month under review was 27,123 gross tons, as compared with a production of 31,705 tons during July, thus involving a decrease of 4,582 tons. The August output, however, represents an increase of 16 per cent. over the record for May, which constituted the minimum monthly production of the present year.

A comparison with the statistics of last year indicates the quiet tone from which this industry has not totally emerged. The pig iron output in August, 1921, was 50,156 tons, comprising an excess of 23,033 or 45.9 per cent. over the record for the corresponding month of this year. Notwithstanding advancing prices and favorable marketing conditions, production slackened perceptibly therefore during August. The fuel shortage was the principal cause of the recession, bearing specially hard upon the industry in question.

Wage Advances In Steel Industry

FOLLOWING the wage advance announced by the United States Steel Corporation, similar action has been taken by many of the independent companies and the movement is expected to become general throughout the steel industry. While in some quarters the claim is presented that the independent companies as a rule pay slightly lower wages than the Steel Corporation, it has been noted that during the strong market that developed since the early part of the year, certain independent mills have been bidding for skilled men, thus tending to disorganize the staffs of larger mills.

Various motives are said to be behind the general wage advance. It probably may mean nothing more than an attempt by the steel producers to hold together existing staffs. Another view declares it to be nothing more than a policy of least resistance against current labor conditions on the one hand, and a desire to make the most of the return wave of prosperity on the other. While in other quarters, the voluntary increase in wage schedules is described as an attempt to circumvent trade unionism and the closed shop.

Get Much,—Give Little

MOST municipalities are displaying a wise degree of caution with regard to industries which present themselves for location and probable operation. It is not long ago that an industrial commissioner declared that he had many prospective industries on paper, but that the majority of these were probably looking for much and offered little in return. It was pointed out that there were certain smooth promoters in the field who, if brought to a showdown, had as their ultimate object, some favor that eventually worked back to the pockets of the ratepayers. It seems unfortunate, but it is generally the case that wherever prosperity flourishes, there will also be found the greatest number of speculative propositions. It is a decided problem sometimes to sift out the worthy, but nowadays it must indeed be a clever scheme that "gets by" such factors as the industrial commissioner, the Chamber of Commerce, the Board of Trade, and the city council, provided such bodies are composed of keen business men, who are actively looking after the best interests of their community.

For the Man Behind the Counter

Salesman is Reflection of His Firm

Impressions for Good or for Ill as He Makes His Rounds—Salesmen Who Really Do Represent—What is Expected of To-day's Salesmen

THE FOLLOWING story appearing in a recent issue of Printers' Ink, by F. G. Jones, really deals with the travelling salesman, but many of the important points brought out are equally applicable to retail salesmen:

About six months ago I was visiting with a rich friend of mine. We were in his private office discussing salesmanship. A secretary brought in the business card of a caller. The capitalist glanced at it, then passed the card to me. I read the name of a famous manufacturer of high-priced motor cars. Beneath it was engraved, "Represented by John P. Smith."

"I'll see him in a few minutes," my friend instructed the secretary. He turned to me. "First I want to tell you about him," he said.

"Smith called on me two or three months ago. He sent in a card like this. I was favorably impressed by the name of the company he represented; so I told my secretary I would see the gentleman. I expected the sort of caller the finely engraved card suggested. Without realizing it, I prepared to meet some one rather distinguished, in keeping with the high-grade motor car.

"The man who clumped into my office was uncouth. He looked like an automobile mechanic instead of a salesman. His clothes were neither pressed nor clean. His shoes had not been polished for a week. He wore a dusty derby on the back of his head; and sported a gaudy necktie that drew attention to his rumpled, soiled shirt. To complete the picture of boorishness, my caller had a mussy-looking cigar stub in the corner of his mouth. The moment he saw me he thrust out his hand.

" 'Good morning Mr. Sherwood!' he boomed out, as if we had been old pals. 'I represent the ——— Motor Company. I want to interest you in our new limousine. It's the classiest car on the market today.'

"I shook my head, but not his hand. My refusal was most blunt.

" 'You can't interest me in anything you represent. If you'll take off your hat and throw away that frazzled, stinking, cheap cigar I'll tell you why I'm not going to buy a ——— car.'

"It jarred the young fellow pretty hard, but he was game. He dropped his la flor de cabbage and apologetically took off his hat. I motioned to a chair and picked up his card. I started after him rough shod.

Handled Without Gloves

" 'You sent this in to me. It is the sort of card I would expect your company to have. It suggests that "classy" car you mentioned. I supposed the representative of the ——— Motor Company would be the sort of classy man your card led me to anticipate meeting. Instead you came into my office with your hat on, and chewing a rank cigar. You stuck out a hand with soiled finger nails. You did not show me the respect that would have been indicated by your wearing a clean shirt, polishing your shoes and getting your clothes brushed and pressed before you came to see me.

"The moment I caught sight of you I was prejudiced against the car you say you represent. Your appearance makes me think of rudeness, poor service and slovenly business methods. There must be something fundamentally wrong with a concern that would let you carry its card as the representative of a $5,000 automobile. You don't represent my idea of a high-grade car. I believe you misrepresent what you are trying to sell, but you have queered any chance there might have been that I would buy a ———automobile. I should feel no confidence in a car built by a manufactory that is so careless in selecting and training its representatives.'

"Smith didn't get sore. He swallowed his medicine. He apologized so sincerely for his bad manners that I talked with him in a more friendly fashion for ten or fifteen minutes. I told him some things he ought to do to live up to his card. He thanked me and said he would follow my advice. I asked him to come back in two or three months and let me know how my suggestions worked out. I am very much interested in knowing what he has done with himself."

My friend pushed a signal button on his desk. The secretary ushered in the caller. The salesman wore a freshly pressed suit of mixed goods. The pattern was modest. His tie was small, neat and inconspicuous. His dark brown shoes were polished. His linen was immaculate. In his left hand the salesman carried a soft gray fedora. He did not hold out his right hand to my friend. It hung easily at his side. I noticed that the fiingernails were trimmed evenly and showed no trace of dirt. The caller's walk was firm, but not noisy.

"I'm really representing the ——— Motor Company now, Mr. Sherwood," said the salesman. He smiled broadly as he paused beside the desk.

The capitalist stood up to shake hands cordially. He introduced me; then with eager interest he asked Smith how he was getting on.

"Just bully!" The answer was accompanied by a chuckle. "I'm third on the quota contest list this month. I owe my success largely to you, Mr. Sherwood. You made me realize what a misrepresentative of the ——— car I was. I called to thank you from the bottom of my heart."

Then at my friend's request the transformed salesman told us many details of the successful effects produced by his true representation of the high-grade automobile he was selling. Everywhere he went he made the impression of "class." Mr. Sherwood was so gratified by the accomplishments of his protege that he gave Smith two personal letters of introduction to two prominent financiers who were good prospects for new cars. I learned later that one bought a limousine and the other a roadster from the re-made representative.

Salesmen Who Really Represent

Since that experience in Mr. Sherwood's office I have studied every salesman with whom I have had any dealings. I have asked myself in each instance, "does he rightly represent his house?" I kept records of a hundred sales made or attempted to be made to me. When I tabulated the impressions I had received, I found that only eleven salesmen deserved to be called true representatives of their employers. All the others contradicted to some degree the house policies of the businesses they misrepresented in their dealings with me.

The man I graded as the best of the eleven presented the card of a firm that specializes in the manufacture of advertising novelties. The salesman had to carry a bulky sample case. But he was so proud of his line that he set down his bag beside my desk as if it were an ambassador's dispatch box. My caller instantly made the impression that he was a gentleman clear through. He was so faultlessly dressed that I have no recollection of his clothes except that they were perfectly suited to a gentleman. The salesman bowed courteously, and

(Continued on page 54)

Events in the Trade

NEW FIRMS

P. Irons is now in the hardware business at 336 Weston road, Toronto.

T. Barker, has commenced business in a quality hardware store at 1334 College street, Toronto.

H. Paulin, formerly with Sanderson, Pearcy & Co., is now in business with an attractive stock at 802 College street, Toronto.

W. R. Earle, has commenced business at 731 Weston road, corner Scott street, Toronto. He is carrying a good stock of general hardware.

BUSINESS CHANGES

The Stovel Hardware Co., at Edmonton, has been succeeded by W. H. Greer.

DAMAGE TO STORE

At Listowel, Ont., an auto ran amuck and smashed two large plate-glass windows in front of W. B. Screaton's hardware store, doing damage to the extent of approximately $175.

ROB HARDWARE STORE

Burglars forced an entrance to the hardware store conducted by F. Flintoff and Sons on King Street west, Oshawa, Ont., and stole a rifle, 42 boxes of ammunition, and $40 in cash.

OBITUARY

Charles Alphonzo Mott, general manager of the Shell Co. of Canada, died at the Montreal General Hospital on Sunday evening. Mr. Mott was a native of London, England, and had been in Canada for little more than a year. He was sent out from London in July, 1921, by the Shell interests to organize a Canadian subsidiary company. Head offices have been established at 3808 Notre Dame St., E., Montreal, with a number of branches throughout the Dominion. Despite his short stay in Canada, Mr. Mott had made a large number of friends, particularly in Montreal. He was 47 years of age, and is survived by his widow and one son.

PERSONAL

D. Brewer, vice-president of A. Macfarlane & Co., Montreal, left this week for a trip through the Western Provinces. He will cover the buying centres as far west as Vancouver and expects to be away from his Montreal office for a period of six or seven weeks.

PERSONAL

R. P. Doucet has been appointed general manager, of the Asbestos Corporation of Canada, Ltd., Montreal.

G. W. Eckhardt, newly appointed vice-president and sales manager of the Miller Lock Co., visited their Canadian representative, Chas. Adcock, on Wednesday and Thursday of this week.

Chas. Gillespie, of Gillespie Bros., hardware merchants, Orangeville, Ont., had his Cleveland car badly damaged in an auto smash. A Chevrolet car traveling in the opposite direction collided with Mr. Gillespie and a Ford which was driving close behind ran into the pair. The Cleveland car was practically wrecked and the Chevrolet did not fare much better. The Ford escaped with minor damages. The occupants of all three cars escaped uninjured.

TO MEET AT MONTREAL

The annual meeting and banquet of the Canadian Wholesale Hardware Association will be held at the Windsor Hotel, Montreal, on Wednesday, October 4.

KINGSTON HARDWAREMAN WEDS

Kingston, Ont.—The marriage took place in Toronto of a popular hardwareman of this city in the person of John Arthur Dalton, son of the late W. B. Dalton, of this city, and head of the Dalton wholesale hardware, to Miss Mary Elizabeth Carey, daughter of Mr. and Mrs. J. B. Tyrrell, Toronto. Rev. Canon Plumptre officiated, assisted by Rev. W. E. Kidd, of Kingston, the groom's padre overseas. Mr. Dalton is receiving the congratulations of a wide circle of friends throughout the trade.

NEW BRANCH OF C. M. A.

A new branch of the Canadian Manufacturers' Association was organized at St. Johns, Quebec, to serve St. Johns, Iberville, Chambly Canton and surrounding towns, this week. The following officers were elected: C. T. Trotter, of the Standard Clay Products Co., as Chairman; W. A. Davidson, Singer Manufacturing Co., vice-chairman; and Franklin Tait of the Canadian Potteries Ltd., honorary secretary.

The C. M. A. now have five branches in the Quebec Division, Montreal, Quebec, Sherbrooke, Three Rivers and St Johns.

TO ENLARGE PLANT

The Moffatt Company, Limited, are arranging to build a large addition to their plant at Weston, Ont. The plans call for an expenditure of between $50,000 and $60,000. The company report that they are at present three weeks behind in their orders, and cannot meet demands without increasing accommodation.

WESTERN FAIR BRINGS GOOD TRADE RESULTS

Numerous visitors to the annual Western Fair at London, Ont., stimulated trade to a noticeable degree in practically all lines.

Specially good results were also realized by many local hardware merchants from their exhibits of stoves, hardware, paints, varnishes, etc., at the fair grounds.

SECURE HEATING CONTRACTS

Kingston, Ont.—Boyle & Son, of Napanee, have been awarded the contract for heating and ventilating Deseronto school. They also secured contracts for installing plumbing in the high school at Tamworth, and making changes in heating Bath school, installing combination hot water and warm air.

NATIONAL CASH REGISTER ACQUIRE NEW PLANT

The National Cash Register Co., of Canada, Ltd., have purchased new headquarters at the corner of Bloor and Dufferin streets, Toronto. This is a four-story building of concrete fireproof construction, faced with brick.

"We have purchased sufficient property," said F. B. Patterson, president of the National Cash Register Co., "to permit of increasing the plant so as to provide for three times the present floor space."

When questioned regarding Canadian business conditions, Mr. Patterson said: "I believe Canada is entering a period of sound prosperity, as is evidenced by the very considerable investment involved in the purchase of the new plant.

"Prior to the war period our sales force in Canada for a number of years led all of the divisions in the United States.

"However, with the splendid crops and the return to Canada of prosperity on a sound basis, we expect a big increase in our business and know of no good reason why our Canadian organization should not soon again lead the entire selling force."

News of Western Canada

H. T. Diplock, eastern sales manager of the Steel Company of Canada, Montreal, is in Winnipeg on a business trip.

Victoria.—Incorporations this week include the name of Davidson, Wright and Alcock, plumbers' supplies, of Vancouver. The capitalization is $10,000.

J. F. McMullen, general manager of the Marshall Wells Company, Limited, Edmonton, Alberta, spent a few days in Winnipeg at the firm's head office.

E. M. Adams, general manager of Wood Vallance & Adams Ltd., Calgary, left this week on a business trip to Eastern Canadian points.

Edmonton, Alta.—The retail merchants of the city of Edmonton have decided to revert to the practice of keeping their stores open on Saturday afternoon.

Mr. Alcock, of Alcock, Downing & Wright Ltd., Vancouver, jobbers of plumbing and heating goods, was a Calgary visitor for a few days.

W. S. McLennan, general sales manager of the Brandram-Henderson, Limited, Montreal, is on a trip to Vancouver with the members of the Montreal Board of Trade.

Roy Chown, for some years on the travelling staff of Wood Vallance & Adams Ltd., has resigned and is now the Alberta representative of the Gurney Foundry Co.

James Shaw, has been appointed Winnipeg manager, for the Consolidated Plate Glass Co., of Canada, Ltd. Mr. Shaw has been engaged exclusively in the glass business in Winnipeg for the past seventeen years.

G. M. Johnston, sales manager of the wire products department of the Dominion Iron and Steel Company, Montreal, spent a few days in Winnipeg with their western representatives, Messrs. Bissett & Webb, before leaving for a trip to the coast.

Among the Edmonton visitors to Calgary this week were T. A. Graham, manager of Western Supplies Ltd.; Lorne Muir, manager of the hardware section of Revillon Wholesale Ltd.; and J. F. McMullen, general manager of Marshall Wells Alberta Co. Ltd.

Vancouver—Shaw and McGill have opened a sporting goods store in the new block at the corner of Robson and Granville streets here. McGill has just come from Winnipeg where he won the Western Canada Tennis Championship this summer.

Vancouver.—H. H. McDougall, managing director of the Morrison Steel and Wire Co., was host this week to the B. C. Wholesale Hardware Dealers' Association on the occasion of the monthly meeting of the latter body. Twenty jobbers and distributors accepted the hospitality of Mr. McDougall of the Jericho Golf and Country Club.

Harry Moulden, of Winnipeg, representing Dowswell, Lees & Co., of Hamilton, was on the Coast this week making the rounds of the trade.

T. J. Wilcox, of the Wilcox hardware store, Kamloops, was in Vancouver attending the Provincial Fair at Westminster. While in Vancouver he attended a conference of trade sections of the Retail Merchants' Association on sales tax matters. Mr. Wilcox is secretary of R. M. A. branch in Kamloops.

VICTORIA RETAIL MERCHANTS DISCUSS LICENSE FEE

Victoria, B. C.—The proposal of the City Council to levy a trade license fee based on the rental value of business property was discussed at a meeting of the retail merchants' group of the Chamber of Commerce under the chairmanship of J. D. O'Connell.

MAY PROTECT FARMERS IN FINANCIAL DISTRESS

Winnipeg.—That farmers who are hard pressed financially should be allowed more time to market their produce, was emphasized by Premier John Bracken at a conference attended by representatives of the Retail Merchants' Association, the Canadian Creditmen's Trust Association, the Bankers' Association and the Mortgage and Loan Association.

The conference was called by the premier in an effort to protect farmers in financial distress from being forced by creditors to throw their grain upon the market while prices are deflated. It was stated that the attitude of the government does not mean that undue leniency will be shown.

It was learned that the government will adopt the same policy with regard to the branches of the provincial treasury which assist in financing farmers.

Bicycle Makers In U. S. Slash Prices

THE ANNOUNCEMENT that the Bicycle Manufacturers' Association decided at their convention in Atlantic City to institute a big slash in the retail prices on bicycles, is not generally expected to affect quotations to the Canadian trade, according to B. B. Halladay, sales manager, Canada Cycle & Motor Works, Toronto.

The situation in the United States market, as explained by Mr. Halladay, contains a different aspect from conditions prevailing in domestic fields. Certain manufacturers in the United States have been shading prices during the 1922 season in order to get a larger share of the business offering. Thus the current announcement by southern bicycle makers brings quotations in some cases below costs, but on a basis of competition with other makes, where the situation outlined above has been apparent.

That these conditions will be confined to the United States market alone, is the opinion of Mr. Halladay, who stated that Canadian manufacturers had already announced prices for 1923 spring booking, which showed practically no variation in retail quotations from last season on their standard makes, but however, generally put reductions into effect on special and juvenile lines.

"There is at present, no intention on our part to further reduce prices," stated Mr. Halladay, "as we believe both our wholesale and retail merchants should receive a fair margin of profit. Bicycle makers in the United States generally aim for volume, while Canadian manufacturers prefer to sacrifice quantity and retain quality. The large number of Canadian-made bicycles exported testifies to the success of our efforts in this direction."

Retailers Dispute Tax on Goods Made For Retail Sale

VANCOUVER, B. C.—Another stage in the fight that has been going on for the past two years between the retail merchants of this city and the Federal government over the sales tax developed last week in Vancouver when, following a conference with Col. Arthur E. Myatt, a former excise officer, it was decided by the Retail Merchants' Association to recommend to its members to decline to pay the two years' accumulation of sales tax arrears.

Thirteen classes of small retailers, including florists, confectioners, bakers, saddlers, etc., are affected in the dispute over the sales tax. It is contended that the goods they make in their own places of business, for sale by retail themselves, should not be assessed.

Several test cases have already been fought out in court in three of which judgment has been given in favor of the retailer.

Recently one retailer received a tax notice for $1,400 of accumulated sales tax arrears, and he claims that if he has to pay it he will go bankrupt.

Following the action on behalf of the confectioners, the government several weeks ago announced its intention of cancelling the tax as it applies to candies and chocolates manufactured and sold by themselves.

It is now argued by the Association that cancellation of the tax on the confectioners is an admission of its inapplicability, and that the other retailers are entitled to similar consideration. This is the recommendation which the Association is making its Dominion office at Ottawa. At the same time instruction has been given members affected to decline to pay the tax.

New Hardware Goods

Offered to Canadian Hardwaremen

"UNIVERSAL" BOX STRAPPING

The Cary Manufacturing Co., of Brooklyn, N. Y., are introducing to the Canadian market their line of Universal box strapping. This is made from soft annealed steel, in widths of one-half, five-eighths, three-quarters and one inch. The makers point out that no punching of holes through the strap before driving the nail is required. Universal box strapping is put up in reels of 300 feet each, and is packed twenty reels to a case. It is also supplied in lengths cut to size, 100 pairs in a bundle.

VISE JAW CLAMPS

A set of vise jaw clamps specially designed for use in bench vises or in vise jaws or clamps mounted on milling machines, surface grinders and similar tools, has been placed on the market. Each pair of the set has different sizes of holes, for either square or round stock, so that various sizes of finished stock can be held without marring the surface, when slotting, milling, grinding, threading or other operations are being performed. The two sections of jaw are forced apart when vise is released by action of two springs. Clamps are hardened and ground all over. These sets are designed to take stock from ⅛ to ½ in. in size. They are manufactured by the Milliken Machine Co., West Newton, Mass.

YULETIDE WINDOW TRIM

An attractive and useful Christmas window trim has been prepared by the Aluminum Goods Manufacturing Co., of Manitowoc, Wis. This arrangement is one that embodies the holiday appearance, as well as selling strength. The trim consists of a top banner 43 in. x 11 in. and two side panels 43 in. x 9 in.

The Christmas colors of red and green, in which the trim is printed, reflect the seasonal spirit. In addition, however, to further carry out this Yuletide atmosphere, illustrations of candlesticks have been introduced on both side panels.

The main banner shows an illustration of a fire-place mantel. This is reproduced in solid green and serves as a background. The phrases, "Christmas Gifts that Last," "Glistening, Durable, Guaranteed Aluminum," are worked into the side panels to create interest and put across sales.

IDEAL SOUP TUREEN

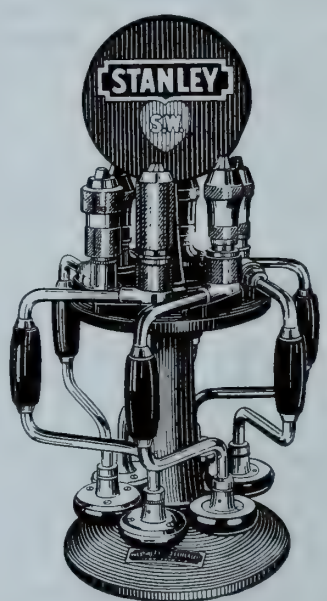
The Ideal Aluminum Products, Ltd., Toronto, have placed on the market a new design in soup tureens of the Ideal line of kitchen utensils. This is described by the makers as an attractive table decoration as well as a useful product.



A further addition to the Ideal make of aluminum utensils is a three-quart mug, equipped with strong handle. It is pointed out that this can be used for many purposes, being a useful and handy addition in kitchen accessories.

BIT BRACE STAND

A new bit brace display stand is now being issued by the Stanley Works, New Britain, Conn. This new stand is packed in a wooden case, measuring 17 x 12¼ x 11¼, weighing 45 pounds. The



display stand itself is made of wood, and attractively decorated. Its over-all height is 22 inches. The braces are placed in special cups, and it is pointed out that they may be removed without upsetting the stand. The Stanley Display Stand is made in an assortment of six different prices.

SPRING DEPTH GAUGE

The L. S. Starrett Co., Athol, Mass., announces a new spring depth gauge, No. 48, for quick measurement work.

This gauge is said to be particularly useful for measuring the depth of small holes and similar work. The contact end of the rod is ground square instead of convex, making the gauge easier to manipulate when measuring from a plane surface to a very narrow shoulder.

The capacity of the gauge is 3 inches. Its base is 2½ inches long and 4/10 inch thick. The rod is ⅛ inch diameter. Noteworthy features are the extra long base and the fact that the base and contact point are hardened and ground instead of being lapped.

BRESSANT HAIR CLIPPERS

The new No. 000 and No. 00 sizes of the Bressant hair clippers made by the Brown & Sharpe Mfg., Co., Providence, R. I., are described as close cutting clippers with wide plates of the "Bressant" construction.

These clippers have a natural grip of the handles, while other features pointed out by the makers are, the design approved by years of use, indestructible springs and long life. They provide a desirable clipper for homet use.

The No. 000 cuts nearly as close as shaving and the No. 00 cuts hair about 1/65 in. long. Attractive circulars, in color, furnished for distribution upon request to the Brown & Sharpe Mfg. Co., Providence, R. I.

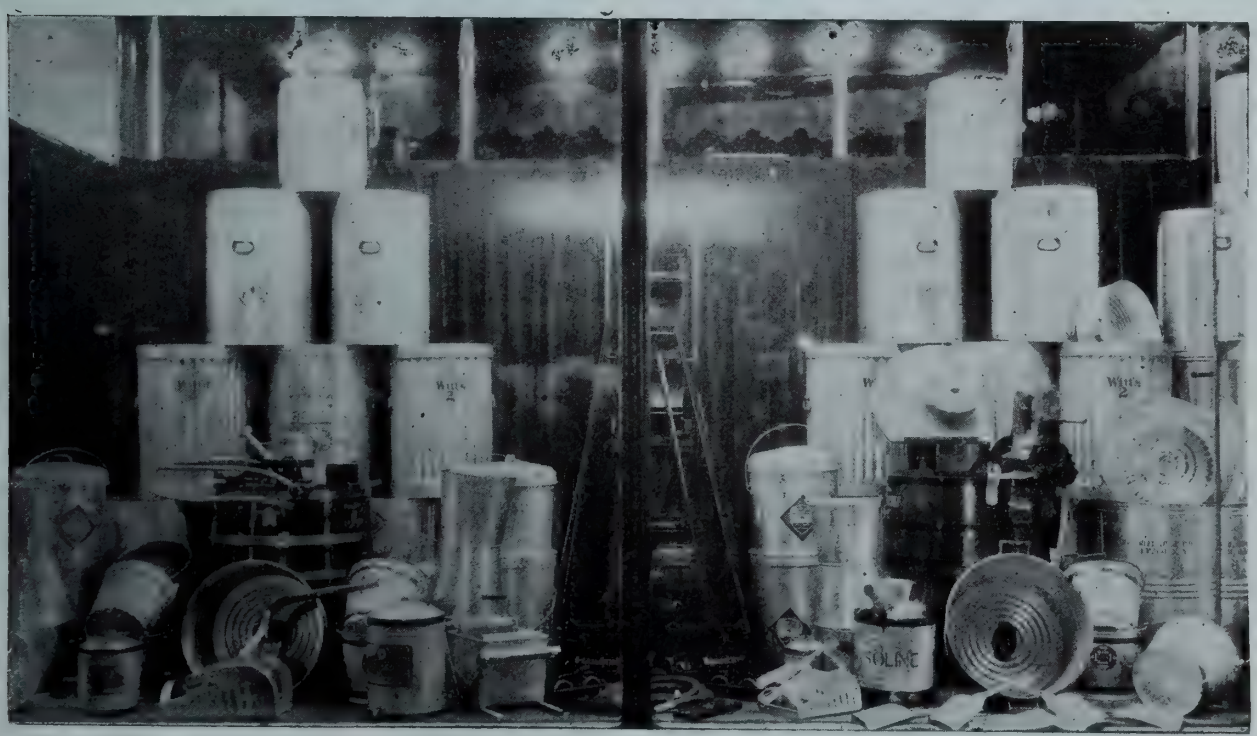
THE ANDREE WRENCH

A new plumbers' tool called the Andree wrench is being made by the Andree Basin Wrench Co., Oak Park, Ill. Although designed specially for plumbers' use, this handy tool is said to be applicable for numerous other uses and is a suitable wrench for mechanics, auto owners, or for any other purpose where a special wrench is required, the construction of which is such as to adapt it for work at close quarters. It is made of drop-forged steel with hardened grip teeth. It is eight inches in length and weighs 14 ounces. The jaw is also reversible for right or left turning. The makers point out that this wrench grips automatically, and no adjustment is necessary. As more pressure is applied, the firmer is the grip. A smaller jaw is also supplied to fit this wrench, thus adapting it for small purposes.

Suggestions for Seasonable Window Displays



The duck shooting season has now commenced and at this time of the year displays similar to the one depicted above attract specific attention. The subject offers a wide realm for many effective and realistic window displays. In the above the use of a mirror on the floor of the window, on which decoys have been placed, lends a natural touch to the setting. Guns, ammunition and hunters apparent are each shown effectively.



Furnace time will soon be here again, and many utensils as are shown in the above display will be in general demand. Ash cans, coal scuttles, pails, ash sifters, and other galvanized ware such as wash tubs, etc., are seasonable products to feature. Placed together with other lines including carpet sweepers, brushes, and so on far Fall house cleaning, the combination gives a pleasing and suitable effect.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

NEW ACCESSORY CATALOG

Omer DeSerres, 204 St. Denis Street, Montreal, have just completed their new automobile accessory catalog and same is ready for distribution to the trade. This catalog is of three hundred pages and contains a very complete line of accessories. Copies will be forwarded to dealers upon request.

USEFUL FENCE CATALOG

The Banwell-Hoxie Wire Fence Co., Ltd., Hamilton, manufacturers of Peerless fence, have gotten out a new catalog. Besides showing several new lines of fencing this catalog gives the farmer much valuable information about erecting fence. One section is devoted to showing how to put up posts, stretch the fence, splice and the most efficient tools to use for each operation.

PILOT PIPELESS FURNACES

A new booklet, giving a full description of the Pilot Success and Superior Pipeless Furnaces, is being distributed by the Hall-Zryd Foundry Co., Ltd., Hespeler. This book has a number of attractive illustrations, depicting the various parts and features of the Pilot Pipeless Furnaces, as well as indicating their practical methods of operation. A copy of this booklet will be forwarded upon request to the manufacturers. They also have a branch office in Winnipeg.

DOMINION LINOLEUM RUGS

Among the catalogs recently distributed to the trade is a neat little booklet describing linoleum and floor oilcloth made by the Dominion Oilcloth & Linoleum Co., Montreal. The many features of these products are duly emphasized by the manufacturers, while a quantity of miniature illustrations showing a variety of linoleum rugs in actual shades and colors attracts special attention. Floor oilcloth rugs are also illustrated, together with full particulars regarding the numerous sizes in which the different patterns are available.

HEES DRAPERY HARDWARE

Catalog No. 30, which has recently been issued by George H. Hees, Son and Company, Bay Street, Toronto, is a handsomely illustrated catalog covering drapery hardware, flat extension rods, wood and brass poles and trimmings, chair seats, and other products such as window shades, and shade cloths. A large number of the lines catalogued are of direct interest to the hardware trade, especially pole brackets and sockets, curtain rods and other accessories. Sundries such as stair plates, upholsterers' supplies, pins, hooks, and numerous brass goods, complete an interesting and cleanly designed book, covering household hardware lines.

UBEL SEMI-ROTARY PUMPS

A new folder describing the Ubel British-made semi-rotary pumps is being distributed by the United Brassfounders & Engineers Ltd., of Cornbrook, Manchester, England. Various types are described including the Ubel semi-rotary wing pumps, double-acting pumps, quadruple acting pumps, and double-acting pumps with ball valves. A list of accessories for the Ubel semi-rotary and other pumps is also included. Several illustrations of these products, as well as parts for same, substantiate the other details given regarding sizes, prices and specifications.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

336. **Corrugated iron sheets.**—A Jamaican firm wish to act as agents for Canadian manufacturers of corrugated iron sheets.

4428. **Aluminum**—If the price is right, a Birmingham firm would be interested in aluminum.

63. **Iron and steel.**—An East London firm just starting in business is prepared to consider agency arrangements for shippers in Canada of iron and steel, all kinds.

64. **Hardware and tools.**—An East London firm request catalogues and prices from Canadian manufacturers of hardware and tools of all kinds.

65. **Lanterns.**—Large Jamaica firm of general importers wish to handle Canadian lanterns similar to the "Dietz" and "E. T. Wright" types.

335. **Cast iron and galvanized piping.**—A Jamaican firm wish to act as agents for cast iron and galvanized piping, from 2 to 6 inches in diameter.

337. **Wooden carriageware.**—A reliable Jamaican manufacturers' representative wishes to get in touch with Canadian manufacturers of wooden carriageware.

321. **Wire nails, screws and builders' hardware.**—A substantial Belgian firm are desirous of receiving catalogues and prices on wire nails, screws and builders' hardware.

4424. **Iron and steel products**—A firm in Birmingham would be glad to hear from Canadian exporters of bolts and nuts, wire and cut nails, wire and barbed wire, tacks, screws and rivets.

326. **Baby carriage fittings.**—An English firm manufacturing baby carriage fittings have asked to be placed in touch with Canadian manufacturers of such vehicles and with makers of wire wheels for the same.

324. **Clothes clips and clothes pegs.**—A manufacturers' agent in London is desirous of securing the representation of a Canadian manufacturer of clothes clips and clothes pegs.

4426. **Iron and steel**—A Birmingham firm, importers of iron and steel rivets, cut nails and chains, state that they are always open to import small steel bars when prices are right.

325. **Hollow-ware, aluminum, etc.**—A London agent and merchant is seeking the representation of Canadian manufacturers in the following lines: Domestic hollow-ware, enamelled, aluminium and galvanized; also for household and kitchen articles of any description.

4427. **Minerals and metals**—A Welsh importer of the following invites samples and prices: Gold, silver, copper, iron, lead, zinc, nickel, cobalt, molybdenum, aluminum, babbitt metal, brass and bronze, coal, asbestos, mica, feldspar, magnesite, graphite and talc. Would prefer to sell these goods for a Canadian firm on a commission basis of 2 per cent.

322. **Hoops.**—A Jamaican firm are desirous of communicating with Canadian firms in a position to export hoops for crating orange and grapefruit boxes. These hoops should be about 52 inches long, and half an inch wide. They are usually made of pliable wood in the rough. Three hoops go to each box—one at each end and one in the middle; the boxes are put together in Jamaica. Quotations and samples of these hoops are required. Quotations should be c.i.f. Kingston, Jamaica, if possible. This firm believe that a very satisfactory hoop can be supplied from St. John and would like to have an early reply from Canadian firms who can ship this article.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

ONE MINUTE WASHER

The Jeffrey Hardware Co., Teeswater, Ont.—Where can we obtain repairs for the One Minute washer?

Answer:—The One Minute Manufacturing Co., Newton, Iowa, U.S.A.

INDIAN MOTOR CYCLE

The Cochrane Hardware Limited, Copper Cliff, Ont.—Can you inform us who are the distributors for the Indian motor cycle?

Answer:—Messrs. H. M. Kipp & Co., 447 Yonge St., Toronto, have the Ontario agency.

CARMOTE FLOOR VARNISH

Hamilton Advertisers' Agency Ltd., Hamilton, Ont.—Can you tell us who is the manufacturer of Carmote floor varnish?

Answer:—This is the product of the Carpenter-Morton Co., of Boston, Mass. Martin-Senour Co., of Montreal, are the Canadian distributors.

TOY TELEPHONES

Messrs. Edwin Chown & Son, wholesalers, Kingston, Ont.—Can you tell us the names of manufacturers of toy telephones?

Answer—Messrs. Munro Bros., 374 Barton St., Hamilton, Ont., and The Gong Bell Mfg. Co., New Hampton, Conn., U.S.A.

"STAR" STOVE

Messrs. Dittmer & Robb, Burns Lake, B.C.—Kindly send us the address of the makers of the "Star" stove.

Answer—The Electric Oil & Gas Stove Works, 393 Pearl St., New York City. This firm was formerly known as Messrs. I. Block & Son.

SCHOOL DESKS

Lacroix Brothers & Company, Limited, Prince Albert, Sask. The name of the Canada Foundries & Forgings Ltd., James Smart Plant, of Brockville, Ont., was inadvertently omitted from the list previously sent you in reply to your recent inquiry as to manufacturers of school desks.

STOVE PIPE

Messrs. W. H. Willett, box No. 450, New Richmond West, Que.—Will you kindly give me the address of some stove pipe manufacturers in Canada?

Answer.—

A. Aubry & Fils, Limited, Montreal, Que.
Edwin Chown & Son, Kingston, Ontario.
The Collins Mfg. Company, Toronto, Ont.
The Thos. Davidson Mfg. Co., Limited, Montreal, Quebec.
J. & P. Davignon, Limited, Montreal, Quebec.
Emerson & Fisher Limited, St. John, N.B.
Hamilton Stove & Heater Company, Ltd., Hamilton, Ontario.
McClary Manufacturing Company, Limited, London, Ontario.
Sheet Metal Products Company of Canada, Limited, Toronto, Ontario.
The Smith Foundry Company, Limited, Fredericton, N.B.
Soren Brothers, Toronto, Ontario.
A. Welch & Son, Toronto, Ont.
E. T. Wright Company, Limited, Hamilton, Ontario.
The O-Rib-O Manufacturing Company, Limited, Winnipeg, Manitoba.



ANOTHER heavy budget of upward price revisions serves to add further emphasis to the general movement increasing current values. Hardware lines appearing with higher quotations this week include the following:—various lines of builders' hardware, galvanized and blue annealed sheets, bar iron, gate, straightway and globe valves, stove and sink bolts, certain styles of mechanics' tools, padlocks, linseed oil, turpentine, window glass, sash weights, stove pipe wire and Kiddie Kars.

LOWER prices are now in effect on the Jonathan Crookes line of pocket knives, Fox English grass hooks, the Eureka line of sprayers, screen door hinges and certain numbers in the A. J. Reach make of sporting goods. It will be noted that the majority of such reductions affect goods for spring delivery. On the other hand, manufacturers of roller skates have withdrawn prices and will not be in a position to quote for spring until December. Grindstone fixtures conclude the list of current price revisions.

A FIRM situation is evident in wrought piping, while rumors of additional higher levels on cast and malleable pipe fittings are observed. Wire and wire products remain in a strong position, while ingot metals are generally on a steady basis with the exception of tin. This metal has weakened somewhat but recovery is looked for. Spelter is in brisk demand, with a scarcity in offerings reported. Sluggish conditions still exist in scrap material markets. In spite of the trend toward increased quotations on galvanized products, the former price levels are still quoted on eavestrough and conductor pipe.

SEASONAL activity is being recorded in ash sifters, and weather strip is also in a popular movement. Current reports indicate a good interest in fall lines, such as shells, cartridges, shot guns, rifles, various lines of cutlery, builders' hardware, buck saws, axes, cross-cut saws, electric bulbs, lamps, lanterns and heaters.

THE danger of a secondary inflation movement contained in the current market developments is generally being discounted. A survey of existing conditions indicates that except for the temporary influence of the recent coal and rail strikes, the advancing level of commodities is merely an incident of improving times.

Montreal, Que.

MONTREAL, September 21.—Many price revisions again attract attention in the current hardware markets. The upward swing is also evident by the number of these changes which are in an upward direction. One of the outstanding increases is announced on builders' hardware generally, various manufcturers withdrawing former quotations and issuing new higher price lists covering an advance of approximately ten per cent. on the many lines. Certain mechanics' tools are also included in these announcements.

Stove and sink bolts have revised discounts, and higher prices are now quoted. Galvanized sheets show a further price increase in most quarters, and both solid and sectional sash weights have new higher prices. Stove pipe wire is advanced twenty-five cents per cwt., while grindstone fixtures also appear with revised quotations. A general increase of about ten per cent. is announced on Miller padlocks. The new season's prices are given on the A. J. Reach line of sporting goods, and while a few lines of baseball goods are a little higher in price, there are many revisions in a downward direction made, particularly on baseball bats. Jonathan Crookes' pocket knives also show a reduction of varying extent.

STOVE BOLTS NOW QUOTED AT LESS 65—5 PER CENT.

Montreal. —

An increase of approximately 10 per cent. is made in prices of stove bolts through revising discounts from 70 per cent. to 65—5 per cent. off list prices.

INCREASED QUOTATIONS ON STOVE PIPE WIRE

Montreal. —

An increase of 25 cents per 100 lbs. is recorded on stove pipe wire and 18 gauge is now quoted at $8.75, 19 gauge at $9.25 per 100 lbs.

NEW SEASON'S PRICES ON "REACH" SPORTING GOODS

Montreal. —

The A. J. Reach Co. of Canada have now issued their new season's prices on sporting goods, showing revised quotations on various lines. Following are present prices on a number of well known lines of baseball goods. Certain numbers of fielders' gloves, catchers' mitts and first basemen's mitts are slightly lower in price, while a few others show a slight price increase. Baseball bats have new lower prices on most lines.

BASEBALLS—
No. 0, 0, per doz. $18.00. No. 0J, $16.20. No. 4A, $8.00. No. 5, $6.00. No. 9X $4.00. No. 11B, $1.35.

FIELDERS' GLOVES, Ea.
CBS, $6.00, OBL, $4.35. SW, $4.00, 72 $3.35, 2GL, $2.65, 10G, $2.00. 4G, $1.00, 18C, .70, 19A, 55c.

CATCHERS' MITTS Ea.
12A, $12.00, 6A, $10.00, 30 $6.75, 200, $3.30, 150, $2.70, FP, $2.00. 65%, $1.10, 67X. .75.

FIRST BASEMEN'S MITTS Ea.
No. D, $6.00. 5R, $3.30. R $2.65, 3R, $1.35. FB $1.10. 7B. .75.

BASEBALL BATS—
Per Doz.
No. N15B $25.00. 100T, $14.00. 82 $10.00. 83B $8.00. 50B, $6.00, 87 $4.00.

CATCHERS' MASKS, Each.
No. 20S $4.00. 30S, $3.35, 40S, $2.65. XX $1.75. CM, $1.35.

BODY PROTECTORS, Ea.
No. SP, $8.00. S6, $6.00. S4. $4.35. 3P, $2.35.

SHOE PLATES, Doz. Pr.
No. 1T, $4.80. 1H, $4.80. 6T, $2.00. 6H, $2.00. 5T, 4.00.

NEW PRICES QUOTED ON GRINDSTONE FIXTURES

Montreal.

New prices are now being quoted on grindstone fixtures, and following are quotations on different sizes: 1 x 15″ axle, $7.80; 1 x 17″ axle, $8.10; 1x 19″ axle, $9.70 per dozen.

ADVANCED PRICES ON MILLER LOCKS

Montreal.

A revised price list is being issued by the Miller Lock Co., showing an increase of approximately 10 per cent. on their various lines of padlocks.

ONLY MODERATE DEMAND FOR ASBESTOS PRODUCTS

Montreal.

Manufacturers and distributors of asbestos products describe present trade as slackening to an extent from the movement in evidence during the midsummer months. Contract work in industrial circles was carried out quite extensively during July and August and construction work now under way is primarily of the dwelling house type which does not require the same amount of these products. Quotations are unchanged with the undertone of the market fairly steady. Prevailing prices are the following:

ASBESTOS PRODUCTS—

	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	60%
85% magnesia	45%
Boiler covering	$1.50 per bag
Asbestos sheathing	7 50 per 100 lbs.

FIRM TREND CONTINUES IN WROUGHT PIPING

Montreal.

Current quotations on wrought piping remain at the recently revised list No. 56. Notwithstanding this increase in prices, manufacturers still describe the tone of the market as firm, with American markets also continuing to show a good amount of strength. Assisting the firmer attitude generally noted in the steel industry is the steady brisk demand for wrought pipe, sales having continued in good proportions practically all through the past summer season. With this tendency continuing a steady to firm market is anticipated throughout the fall months.

GOOD TRADE NOTED IN SOIL PIPE FITTINGS

Montreal.

Trade in soil pipe and fittings is again described by manufacturers and distributors as quite satisfactory. In production circles prevailing prices are said to be firm notwithstanding the recent price-advances made. Raw material costs are still on an upward trend with indications that higher prices still will be reached. Following are present price levels:

SOIL PIPE—	
2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

REVISED DISCOUNT QUOTED ON SINK BOLTS

Montreal.

Through a revision in the discount, advanced prices are quoted on sink bolts. These are now quoted less 65-5 per cent., former discount being 70 per cent.

SLIGHT INCREASE IN SASH WEIGHT PRICES

Montreal.

Sash weight prices are now slightly higher, solids being quoted at $2.60 per 100 lbs., sections at $3.50 per 100 lbs. Cast washers are also advanced to $4.00 per 100 lbs.

FURTHER ADVANCE IN GALVANIZED SHEETS

Montreal.

Further price increases on the various gauges of galvanized sheets are announced by most distributors. Owing to the fairly brisk seasonal demand and limited stocks, the undertone of this product has been gradually strengthened, and as pointed out last week, higher prices have been expected at any time. Quotations considerably less than revised levels are given in a few quarters, but there is very little available stocks reported at these reduced figures. As stated, local stocks are only of moderate proportions and it is evident that some firms are much more fortunate in this regard than others. Shipments continue to arrive, thus allowing dealers to take care of immediate requirements, but up to the present certainly little or no surplus has accumulated. Importers anticipate a speeding-up of deliveries from the English market before the close of navigation, and hope for ample supplies for later fall and winter trade. Following are average quotations:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 75
26 gauge	7 00	7 50
24 gauge	6 40	6 90
22 gauge	6 05	6 55
18—20 gauge	5 35	5 85
Other Brands—		
10¾ oz.	7 00	7 50
28 U. S. gauge	6 60	7 10
26 U. S. gauge	6 30	6 80
24 gauge	6 15	6 65
22 gauge	6 15	6 65
18—20 gauge	6 00	6 50
16 gauge	5 85	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC. 112s	13 00
20 x 28 IX. 112s	15 00
20 x 28 IXX. 56s	9 00
20 x 28 IXXX. 56s	9 75
TERNE PLATE—	
20 x 28 IC. 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued. 52s	5 25
Blued 60s	5 35
Welsh, polished. 52s	7 00
Welsh, polished. 60s	7 25
Galvanized. 52s	7 25
Galvanized. 60s	7 75

BUILDERS' HARDWARE ON HIGHER PRICE BASIS

Montreal.

As pointed out in a recent issue of Hardware and Metal, the upward swing in the steel industry would in all probability affect the various lines of builders' hardware. The stiffening tendency had already been reflected on many heavier basic iron and steel commodities, and higher prices seemed likely on smaller goods of steel manufacture. This has been substantiated by the announcement of various manufacturers that former prices are withdrawn, and an advance of about 10 per cent. is made in builders' and general hardware. Different lines of mechanics' tools are also included such as: hammers, hatchets, standard wrenches, bench screws, saw rods, plumb bobs, melting ladles, etc.

NO FURTHER CHANGE IN PIPE FITTING PRICES

Montreal.

No further change has been made in quotations on the various pipe fittings since the general revision two weeks ago. Current trade is reported as fairly active, especially in smaller sizes for general sorting of dealer stocks. Discounts at recent revision follow:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23⅓
Do., galv., add to black	30%
Niples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—
Price list effective June 1st, 1922. Discount 70 per cent.

FORMER PRICES STILL QUOTED ON TROUGH

Montreal.

Prevailing prices on eavestrough, conductor pipe and sundry lines are again described as very firm, with the movement continuing fairly active for this season of the year. Although advanced quotations on these products have been expected at any time, no decision has yet been reached in the matter among manufacturers. In again discussing this tendency with a local manufacturer it was stated that they were desirous of placing nothing in the way of fall trade which was progressing quite satisfactorily, and higher prices might be withheld until present stocks were exhausted. The flat sheet markets however were remaining in a firm position, and a revision would undoubtedly be necessary when they were forced to enter the market.

REDUCTION IN JONATHAN CROOKES POCKET KNIVES

Montreal.

A reduction of varying extent is announced by Jonathan Crookes & Son, on their lines of pocket knives.

STILL FIRMER TONE IN BAR PRODUCTS

Montreal.

Although the undertone of bar products, and the domestic steel industry in general, is if anything on a firmer basis than formerly, no change has yet been announced in local prices. Certain dealers are still very firm in their ideas, stating that price levels are due for an advance at any time, and point to the further recent advance in pig iron quotations as a direct indication that some announcement will shortly be forth-coming. Trade continues of a spasmodic nature and while again slightly improved there is said to be still plenty of room for a further betterment. Unchanged price levels are as follows:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SEASONAL TRADE IN COMPRESSION GOODS

Montreal.

Current trade in the various lines of valves and bibbs continues fairly active, in keeping with the amount of building still under construction. There is a firm tendency still noted in the undertone of the market owing to higher prices on basic materials, especially copper which is again advancing on primary metal markets. Any change in prices, because of this strength, would in all probability be in the form of an adjustment, according to a local manufacturer. There were certain items on the list which were entirely out of line in comparison with other lines, some at the present time offering little or no profit while on others the increase would not necessarily be so extensive.

ALL ENAMELED WARE LINES ADVANCED 5%

As Hardware and Metal goes to press, information is received that prices on all enameled ware and tinware lines have been advanced approximately five per cent. Galvanized ware remains unchanged at the higher levels recently effective. The new net prices on tinware and enamel products are being worked out

Toronto, Ont.

TORONTO, September 21.—Another long list of price advances features the week's hardware markets. Higher quotations are now in effect on bar iron, gate and straightway valves, stove pipe wire, builders' hardware lines, stove and sink bolts, and padlocks. Many of these revisions were outlined in previous reports appearing in Hardware and Metal. The advance in bar iron prices was more or less expected in view of the general trend in the steel industry. Likewise the advance in brass compression goods was pointed out, and the change in builders' hardware is no surprise to the trade.

Manufacturers have withdrawn all prices on roller skates and will not quote prices for spring until December. More upward changes are rumored in cast and malleable pipe fittings, but no further discounts have appeared. Wrought piping is still in a strong position, and in some quarters it is thought there may develop higher price levels on bolts and nuts. A firm tone is also evident in wire products. Most ingot metals remain on a steady basis, spelter being very strong, but tin having weakened. The scrap material markets are in a sluggish condition.

PRICES ON BUILDERS' HARDWARE UP 10%

Toronto.

Manufacturers of builders' hardware have withdrawn former prices and an advance in quotations of approximately ten per cent. is now in effect. These new levels affect builders' and general hardware, and mechanics' tools, such products as hammers, shingling hatchets, wrenches, bench screws, saw rods, plumb bobs and melting ladles being revised.

SLIGHT REVISION IN GRINDSTONE FIXTURES

Toronto.

Revised quotations are now in effect on grindstone fixtures. These show a slight variation on the various sizes. Following are the new prices on the Taylor-Forbes make:

GRINDSTONE FIXTURES—

	Per doz.
For 15" Axle	7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

PADLOCK PRICES NOW ON HIGHER LEVELS

Toronto.

All makes of padlocks have been advanced in price, the extent of this upward development being approximately ten per cent. This increase was outlined in a market report appearing in a recent issue of Hardware and Metal.

STOVE PIPE WIRE PRICES ALSO HIGHER

Toronto.

Prices on stove pipe wire have been advanced 25 cents per 100 lbs. The new quotation on No. 18 is $8.75 and on No. 19 the revised price is $9.25. This compares with the former levels of $8.50 and $9.00 respectively.

QUOTATIONS ON STOVE BOLTS NOW ADVANCED

Toronto.

Through a revision in the discount, quotations on stove bolts have been advanced. The new level is 65 and 5 per cent. off, compared with the former quotation of 70 per cent. off. Sink bolts are revised in a similar manner, these also appearing with the new price of 65 and 5 per cent. off list.

REVISED PRICES ON REACH SPORT GOODS

Toronto.

New price lists for next season are being distributed by the A. J. Reach Co., this make of sporting goods showing various revisions in prices. Certain numbers of baseball mitts are slightly advanced, while other lines appear with lower prices, especially baseball bats.

QUOTATIONS ON VALVES REGISTER ADVANCE

Toronto.

In accordance with the market report on brass compression goods contained in the last issue of Hardware & Metal, quotations on the Jenkins line of valves have been advanced approximately ten per cent. The quotations on J.M.T., gate, and straightway valves have also been revised in a similar manner. It is further expected that other makes and styles of compression work will appear with revised discounts in the near future, but no announcement of these pending changes has yet come to hand. Following are current discounts, including new levels, on the lines which have been advanced:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	**60%**
Do., 2½ in. to 3 in.	**43%**
Globe angle and check valves, standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%

BASIN COCKS:—

No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

OFFER CARPET SWEEPER FREE WITH ASSORTMENT

Toronto.

There has been no change in prices on carpet sweepers, but the Bissell Christmas fall offer, giving a free sweeper with a dozen assorted sweepers, is again offered to the trade.

MAY BE ADVANCE ON NUTS AND BOLTS

Toronto.

Advancing prices in bolts and nuts will be reflected in domestic quotations within the near future, according to current advices from primary sources, the advance affecting the general line and amounting to approximately 10 per cent. Jobbers' quotations have not been changed as yet.

WROUGHT PIPE STILL IN STRONG POSITION

Toronto.

In spite of the recent advance in prices on wrought piping, a very strong undertone still prevails in this market. A shortage of certain sizes has also developed in domestic circles, and deliveries are far from prompt. The mills record a heavy current demand for merchant pipe, with reports of some premiums being paid by southern consumers for material. It is stated that mills are from six to eight weeks behind on shipments, and available stocks are therefore considered insufficient in many quarters to meet requirements. List No. 56, now prevailing on domestic markets, is consequently very firm.

MORE CHANGES IN PIPE FITTINGS RUMORED

Toronto.

Following the recent upward development in quotations on cast and malleable iron pipe fittings through revised discounts, rumors of another similar pending advance are recorded. The market is undoubtedly remaining in a strong position, but whether further increases in price will be announced is considered problematic. A firm tone prevails, with the current demand for these products described as good. Seasonal activity is noted in many quarters, but doubt is expressed that the situation warrants additional higher levels. Following are prevailing discounts:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., runing thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%
MALLEABLE FITTINGS—	
New piece list, adopted June 1, 1922.	
Discounts: Class A, less 60 per cent.	
Discounts: Class B, less 70 per cent.	
Discounts: Class C, less 70 per cent.	

NEW PRICE LIST ON MAXWELL LAWN MOWERS

Toronto.

Following is the revised price list on the Maxwell line of lawn mowers, with discount quoted at 45 per cent. All shipments prior to April 1, 1923, to date from that time.

MAXWELL LAWN MOWERS—
List No. 68. Sept. 9, 1922.

	12″	14″	16″	18″	20″
Advance					
Ball Bearing					
10½″—5 Knives		21.10	22.20	23.20	24.15
—4 Knives		20.00	21.10	22.10	23.05
Advance					
Ball Bearing					
9″—5 Knives		19.55	20.50	21.45	22.40
4 Knives		18.50	19.45	20.40	21.35
Advance					
Plain Bearing					
10½″—5 Knives	16.45	17.45	18.45	19.45	20.35
—4 Knives	15.35	16.35	17.35	18.35	19.35
Advance					
Plain Bearing					
9″—5 Knives		15.35	16.30	17.25	18.20
—3 Knives		11.80	12.25	12.75	
Advance					
8″—4 Knives		12.85	13.30	13.80	
Plain Bearing					
—4 Knives		14.30	15.25	16.20	17.15
—3 Knives		13.25	14.20	15.15	

—F.o.b.—Cars St. Marys, Guelph, Toronto, London, Hamilton, Brockville and Ottawa

VERY FIRM PRICE LEVELS ON SHEETS

Toronto.

Blue annealed sheets are now higher in price, this development being in accordance with recent increases which are in effect on galvanized and blue annealed sheets. Sheets of all kinds are now in better demand, with the price situation remaining very firm and uniform levels prevailing. Delivery is still hard to obtain and shipments are a number of weeks behind. The mills are reported working to capacity to meet the current demand. Following are representative quotations on the local sheet market:

BLUE ANNEALED SHEETS—	
10 gauge, base	4 50
12 gauge	4 55
14 gauge	4 60
16 gauge	4 65
BLACK SHEETS—	
18-20 gauge	5 30
22-24 gauge	5 35
26 gauge	5 40
28 gauge	5 50

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Hd.
28 gauge	7 75
26 gauge	7 50
24 gauge	6 90
22 gauge	6 55
18 and 20 gauge	6 05

	Premier	Apollo
10¾ oz.	7 15	7 65
U. S. 28 base	6 75	7 25
U. S. 26 base	6 45	6 95
22 and 24	6 30	6 80
18 and 20	6 15	6 65
16	6 00	6 50
12 and 14	5 85	6 35

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s	5 20
Do., Do., 60's	5 30
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC. 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX. 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

FIRM TONE EVIDENT IN WIRE PRODUCTS

Toronto.

As yet there have been no further advances in prices on wire nails or wire, but certain quarters of the trade are expecting an advance to be put into effect. Makers are not anxious to sell ahead, owing to higher manufacturing costs. The jobbers are having trouble in getting deliveries from the mills, and their stocks are depleted in some cases.

BAR IRON BASE PRICE NOW REACHES $3.40

Toronto.

The advance in base prices on bar iron from $3.25 to $3.40 per cwt. has now developed. The new quotation is general on the local market, whereas formerly the higher price had merely appeared in certain quarters. Large buyers, however, can still purchase at $3.35 base. This increase is attributed to the higher levels announced at the mills where producers were faced with the problem of filling old and lower-priced orders under the greatly increased costs which now prevail. One authority expressed the opinion that mills were thus forced to strike an average by selling steel in future at higher prices.

The undertone of the market remains very strong, with a seasonal demand for bar products which is described by warehouses to be quite up to current expectations.

It has been felt for some weeks past that additional advances in bar iron base prices would result, as the primary basic elements were recording higher levels and wages at southern steel centres were also advanced. Following are new levels:

IRON AND STEEL—		
Mild steel bars, base	3 35	3 40
Mild steel bands, 3-16 in. base		3 90
Bar iron, base	3 35	3 40
Angle iron, base	3 45	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel	4 25	4 50
Norway iron		12 50
Toe calk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

SOIL PIPE AND FITTINGS IN SEASONAL TRADE

Toronto.

A good volume of trade in soil pipe and fittings is reported by manufacturers and distributors, the recent market developments adding further strength to these products. In spite of the lateness of the season, building operations are continuing in a surprising manner, and this reflects upon the current demand for soil pipe. Prices are unchanged at the discounts quoted during the past few weeks, with the continued upward trend of raw material costs, resulting in a firm undertone to the market. Current discounts follow:

SOIL PIPE—	
2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net
FITTINGS—	
2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

WITHDRAW ALL PRICES ON ROLLER SKATES

Toronto.

Manufacturers of roller skates have withdrawn all prices on these goods, and state that they will not be in a position to quote prices for spring delivery until December.

COPPER GOODS STILL ON STEADY BASIS

Toronto.

The market for brass and copper goods has shown no appreciable development as regards volume, but it is noted that the virgin metals retain a strong position and the undertone of sheets, rods and tubing is described as firm. These products maintain a steady basis with quotations unchanged at the recently revised levels. While current trade is stated to be moderate in some quarters, other distributors point out that the aggregate is entirely satisfactory for this time of the year, although individual orders are mainly in small quantities. Following are prevailing prices:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 20
COPPER—	
Rods, base, per lb.	0 28
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 32

SLUGGISH CONDITIONS IN SCRAP MATERIALS

Toronto.

Dull conditions, with only a slight ray of hope, continue to prevail in scrap materials. The copper scrap market has shown no improvement during the past week and practically all non-ferrous metals remain in the same position. There is no demand for copper and red brass and brass foundries are waiting the turn in events, which is expected hourly but which persistently refuses to arrive. Lead and zinc are fairly strong but no increase in price has taken place, and the white metal industry is almost as bad as the red metal trade.

It is almost impossible to buy pig iron at any figure. Cast iron is also extremely short and prices are up all the time. The following are averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	19 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 00	5 50
Tea lead	2 75	3 50
Scrap zinc	4 25	4 50
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	6 60	1 00

BRISK ACTIVITY IN RADIATORS AND BOILERS

Toronto.

Current trade in radiators and boilers is stated to be on a surprisingly good basis. The brisk activity in building circles has kept up in fair volume during the fall period, thus reflecting in the movement of these products. The approach of milder weather has also stimulated the desire for heating apparatus, while the further developments in the raw material market and higher prices on foundry iron result in additional strength in production circles. No change has been announced in quotations, the following list prices and discounts prevailing on the local markets:

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $136; 18 in, $140; 16 in, $150 14 in., 155; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 59 per cent. for water and 60 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizese 51 per cent. for water and 52 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05 Discount 56 per cent.

BOILERS—

Water:

Round, 64 per cent off list. Square, 15 per cent. off list.

Steam:

Round, 28 per cent. off list; square, 15 per cent. off list.

STEADY TREND IN LEAD PRODUCT PRICES

Toronto.

Prices on lead and zinc goods generally remain at a steady level, there being no variation since the last general revision. Quotations in primary metals have shown signs of minor fluctuation, but these developments have not been of sufficient extent to affect domestic prices on the finished products. On the whole the undertone has remained firm, with the general trend of virgin lead in an upward direction. Tin has been alternately weak, with recoveries. Zinc is experiencing a brisk demand, and such developments are reflected in the maintenance of the following current quotations on lead and zinc goods:

LEAD AND ZINC GOODS—	
Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

Toronto.

JUST FAIR ACTIVITY IN BOILER TUBES

Toronto.

The demand for boiler tubes at the recently advanced price levels is described as just fair by local warehouses. With the approach of the mild weather, however, an improvement in this respect is usually looked for, orders of a sorting nature for repair work being evident. The market is consequently in a slightly firmer condition, as is reflected by the higher replacement values and certain increases in production costs which resulted in the recent revision in domestic prices. There has been no further change and following are current average quotations existing on a market which is generally acknowledged to be nominal:

BOILER TUBES— Size	Seamless.	Lapweld
¾ inch	$19 00	$.....
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	24 00	.....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	26 00	.....
2½ inch	26 00	22 00
3 inch	32 00	26 00
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	55 00	38 00

MOST INGOT METALS ON FIRM BASIS

Toronto.

The ingot metal markets generally remain on a firm basis, with current trading still being of a restricted nature. Spelter provides the feature in new developments, prices advancing in primary centres and a shortage of this metal being anticipated. The lead market remains strong and offerings are limited. Copper has maintained its position, but tin has shown signs of weakness. While the current demand in domestic circles is not active, yet a firm undertone is generally in evidence, with the exception of tin, and even this metal is expected to recover shortly.

COPPER.—While buying of copper, both on domestic and foreign markets, only continues in moderate quantities, a firm undertone still prevails in this metal. This is probably due to the fact that the statistical position is gaining in strength. The local price remains at 17½ cents.

TIN.—Tin is slightly duller again on foreign and primary centres, with its consequent reaction on prices. Domestic levels, however, are generally unchanged, these fluctuations having been continuing for several weeks and therefore are not immediately represented in local quotations, as would be the case on a steadier market. The current local level continues around 35 to 35½ cents.

LEAD.—This market remains firm at unchanged price levels. The general situation is recognized as strong, and while the general trend has been towards higher levels, the movement is conservatively slow. Domestic interest is more pronounced in lead than the other metals at this time. Local quotations are unchanged at the $7.50 mark.

SPELTER.—The general situation of zinc has also gained in strength, the market continuing firm in view of the fact that output is still restricted on account of the coal shortage. Domestic trading is moderate. Local prices remain at the level of $8.25.

ANTIMONY.—Trading in antimony is reported to be practically at a standstill, this being attributed to the recent holiday period. There is a noticeable lack of aggressive activity, with domestic prices unchanged in the neighborhood of 6 and 7 cents.

Many Products Reflect Trend of Pig Iron

Manufactured Lines Where Pig Iron Enters Into Production Costs Show Firmer Price Tendency Owing to Higher Quotations on Basic Material—Upward Climb Attributed to Effects of Rail and Coal Strikes

THE upward climb of pig iron prices during recent weeks has indirectly resulted in firmer quotations on various manufactured products, pig iron being reflected in production costs. Since the effects of the coal strike have been more pronounced in the steel industry, domestic pig iron prices have gradually risen until the prevailing level is approximately twenty-five per cent. higher than the quotation in effect early this year. In conjunction with this situation, the supply of pig iron has gradually diminished until the current demand is stated to be in excess of the supply. This scarcity is naturally being felt at steel producing centres, a factor which is primarily attributed to the recent rail and coal strikes in southern circles.

Domestic pig iron prices were advanced two dollars per ton a couple of weeks ago, thus bringing the current level to $39.30. Since then, however, further advances are reported as pending in the U. S., and higher quotations are being asked as this material is evidently at a premium. It is interesting to note in this connection that the majority of domestic manufacturers of products where pig iron constitutes the primary basic element have been protected to some extent on rising prices until September. Just what the trend would have been if the transportation and coal miners difficulties had failed to reach any settlement, is of course problematic, but under a continuation of existing conditions, it is stated that no relief from the present high levels could be expected.

In referring to a sudden termination of these strikes, steel producers have pointed out that relief from the prevailing situation could not be apparent immediately, but prices on basic steel elements entering into production costs would cease to climb with the removal of the strike impetus from a consuming viewpoint.

The list of products vitally affected by higher pig iron costs includes furnaces, boilers, soil pipe and fittings, pipe fittings, enameled ware, radiators and piping. The sheet market has also been materially strengthened thereby, with a consequent reflection to a greater or less extent on the by-products such as range boilers and other items. While many manufacturers of goods are thus faced with the possibility of increased costs owing to higher pig iron prices, few advances have been recorded as attributable to this element alone. Soil pipe and fittings are higher, also sheets, but the latter have experienced a strong demand combined with a scarcity owing to transportation difficulties. Other goods which might have registered slightly lower levels now reflect this tendency through maintaining firm prices.

London, Ont.

LONDON, September 21.—Reports show hardware business as good here during the past week. The many visitors in the city for the western fair having stimulated trade.

Several price changes go into effect including new lower quotations on some lines for spring booking, and also an advance in quotations on galvanized ware of approximately ten per cent.

SCREEN DOOR SPRING HINGES NOW REDUCED

London, Ont. —

Screen door spring hinges appear with lower prices for 1923 booking. Following are revised quotations on these products:

SPRING HINGES—

No. 20 or 200 Japd. Spring Hinges, $20.00 per gross pair; No. 50, Japanned Double Acting Spring Hinges, $5.35 per doz. pairs; No. 192, Japanned Offset Spring Hinges, $2.40 per dozen pairs; No. 2255, Japanned Screen Door Sets, $3.25 per dozen sets.

KIDDIE KAR PRICES REGISTER ADVANCE

London, Ont. —

New prices showing an advance of approximately ten per cent. are now in effect on Kiddie Kars. For small lots, the No. 3 is quoted at $2.00 each and the No. 4 at $2.35 each.

STOVE BOLTS HIGHER WITH NEW DISCOUNT

London, Ont. —

Quotations on stove bolts have been increased through a revision in the discount. The advance is approximately ten per cent. The new quotation is 65 and 5 per cent. off list.

WEATHER STRIP IN POPULAR MOVEMENT

London, Ont. —

Weather strip is now moving in fair quantities, according to current reports from both jobbers and retailers. Following are prevailing prices on same:

WEATHER STRIP—

Frost King Felt	Doz. Pkgs.	5 00

WOOD AND FELT—

No. 60, List 5c. ft.; No. 61, List, 5c. per ft.; No. 61½, List 7c. per ft.; No. 64, List 10c. per ft. Less 50 5 per cent.

BRISK TRADE IN NAILS

London, Ont. —

A brisk movement in nails still continues, according to current reports, while the prices remain quite firm on both cut and wire.

NAILS—

Wire, base	3 75
Cut, base	4 60

LOWER PRICES ON REACH SPORTING GOODS

London, Ont. —

New prices for the spring booking of 1923 have been issued by the A. J. Reach Co., covering their line of baseball and other sporting goods. These new lists show lower prices on many numbers, a varying reduction taking place on different articles.

SEASONAL ACTIVITY IN ASH SIFTERS

London, Ont. —

Ash sifters are now beginning to record the usual seasonal movement. Current prices on these products follow:

ASH SIFTERS—

Common Wood Sides	Dozen	2 65
Banner, No. 2	Each	2 65
Banner, No. 3	Each	1 95

NEW NET PRICES ON GALVANIZED WARES

London, Ont. —

Prices on various lines of galvanized ware are now about ten per cent. higher. Following are revised net quotations on some good selling lines:

GALVANIZED WARE—

Wash Tubs—No. 0, $8.45 oz.; No. 1, $11.40 doz.; No. 2, $12.43 doz.; No. 3, $14.18 doz.

Sprinklers, 6 quart, $7.36 doz.; 10 quart, $8.30 doz.; 14 quart, $10.10 doz.; 16 quart, $12.90 doz.; 20 quart, $14.72 doz.

Garbage Pails—No. 1, 83c. each; No. 2, $1.12 each; No. 3, $1.43 each; No. 4, $2.10 each.

Flaring Pails—11 inch, $4.15 doz.; 12 inch, $4.63 doz.; 13 inch, $5.28 doz.; 14 inch, $6.08 doz.

TURPENTINE PRICES ON FIRM UNDERTONE

London, Ont. —

Turpentine prices continue firm and unchanged on the local market, the principal factor being the condition of local stocks. It is pointed out that there is very little turpentine on hand, and the supply situation would undoubtedly be acute if the demand for this product was at all active. Current trading, however, is quiet, and there is no big activity.

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 85
2 to 4 bbl. lots	1 84
5 gal. lots	2 00

PRICES ON EUREKA SPRAYERS NOW LOWER

London, Ont. —

Spring booking prices for 1923 on the Eureka line of sprayers are from 10 to 20 per cent. lower. Seeders, drills and cultivators remain unchanged in price.

EUREKA SPRAYERS—

Seeders, No. 1	Each	9 00
Seeders and cultivator No. 2		11 00
Cultivator No. 4		4 50
Do., No. 8		6 00
Do., No. 10		6 50
Cyclone Seeders		18 00
Dutch Hoes		6 00
		Dozen
Sprayers, No. 108, Dry Powder		8 00
		Each
Do., No. 110 Galvanized Compressed Air		6 00
Do., No. 111, Brass		8 00
No. No. 112, Tin		4 00
Do., No. 113, Glass Jar		7 00
Do., No. 114, Glass Jar.		7 50
Do., No. 115, Tin Continuous		8 50
Bucket Pump, No. 109	Each	4 80

Winnipeg, Man.

WINNIPEG, September 21.—Business is reported as steadily increasing and fall lines are showing improvement in demand. Among the changed prices this week are higher prices on annealed bright and coppered wire also well points and bale ties. Hudson Bay axes have shown a decline of $1.00 per dozen. There is a seasonable demand for paints, glass and putty due to the increased activity in building circles.

HUDSON BAY AXES SHOW DECLINE

Winnipeg.

There has been a decline of $1 per dozen on Hudson Bay patented axes. New quotations are as follows:

AXES—

No. 51 x 1½	12 50
No. 51 x 1¾	12 50
No. 51 x 2	13 00
No. 51 x 2½	13 50
No. 51 x 3	14 00
No. 51 x 3½	14 00
No. 51 x 4	14 50

BALE TIE PRICES TWENTY-FIVE CENTS HIGHER

Winnipeg.

Single loop bale ties have been increased to the extent of twenty-five cents per hundred pounds. New quotations are $6.15.

ANNEALED BRIGHT AND COPPER WIRE ADVANCED

Winnipeg.

An advance of twenty-five cents per hundred pounds is recorded on annealed bright and copper wire. New quotations on the various sizes are:

ANNEALED WIRE—

No. 9, $5.25; No. 10, $5.30; No. 11, $5.37; No. 12, $5.45; No. 13, $5.55; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95.

BRIGHT WIRE—

No. 9, $5.50; No. 10, $5.56; No. 11, $5.62; No. 12, $5.70; No. 13, $5.80; No. 14, $5.90; No. 15, $6.05; No. 16, $6.20.

COPPERED WIRE—

No. 9, $9.50; No. 10, $9.60; No. 11, $9.65; No. 12, $9.75; No. 13, $9.90; No. 14, $10.00.

LEAD MAINTAINS FIRM TONE

Winnipeg.

The tone of the lead market is reported firm. Bar lead is quoted at eight and three quarter cents per pound with pig lead at eight and one-half cents per pound.

SLIGHT ADVANCE IN WELL POINTS

Winnipeg.

There has been an advance of two and one-half per cent. on well points. Sixty gauze and eighty gauze is now quoted at less forty per cent off list price.

FILES SHOW UPWARD TREND

Winnipeg.

Nicholson files show an advance of five per cent., and the discount is now net 35 per cent. of the list price.

TURPENTINE PRICES ON HIGHER PLANE

Winnipeg.

An advance is evident in the turpentine market this week and prices are advanced ten cents per gallon. A firm situation is reported from primary points in the South. There is a good demand and quotations are $1.95 per gallon.

GUNS AND AMMUNITION NOW SELLING WELL

Winnipeg.

With the fall sporting season at hand jobbing houses report an active sale for guns, rifles and ammunition. Although earlier bookings were light the present movement is reported satisfactory and if sales continue a good fall trade is assured. Repeat orders are coming in more frequently.

FIRM TONE CONTINUES ON CORRUGATED SHEETS

Winnipeg.

There is still a strong tendency in corrugated sheets, due to the recent development in southern producing centres. This has been caused by fuel and labor costs having advanced.

BRISK SEASONAL SALES RECORDED IN PUTTY

Winnipeg.

As quite a number of small homes as well as some larger buildings are being erected, the demand for putty is active and a further improvement is looked forward to within a short time. Quotations on 100 lbs in irons are $6 and 1½ lb. tins 16c.

AXE HEADS SHOW UPWARD PRICE TREND

Winnipeg.

There is an advance in axe heads and present prices are as follows:

Axe heads, $2.50; Handle axes, $2.50; Boys' handle axes, $1.50.

SEASONAL GLASS SALES IN EVIDENCE

Winnipeg.

There is an improvement in the demand for window glass due to the increased activity in building circles. Quotations remain unchanged.

LINSEED OIL PRICES SHOW NO CHANGE

Winnipeg.

Linseed oil at primary markets is reported firmer and also scarce. The demand of late has been a little more active with quotations on raw $1.15 and boiled $1.18.

Hamilton, Ont.

Large Majority of Current Price Revisions In Marked Upward Direction

HAMILTON, Sept. 21.—A temporary inflation of values is now generally apparent to those who have followed hardware developments during recent weeks. The majority of price changes have been in an upward direction. While several declines have also been announced during this period, such reductions are chiefly on lines which have not recorded any change for some considerable time, and where manufacturers have been able to effect economies in production and quantity distribution and are not usually attributed to any lowering of raw material costs. The trend of basic elements in manufactured hardware has been steadily on the upward swing of the pendulum, and while it may bring a further reaction in a few months time the current movement itself is described as the natural rebound from the deflation of 1921. One prominent local hardware manufacturer advises Hardware and Metal that owing to the increasing cost of raw materials during the past few weeks they now contemplate advancing practically everything they manufacture, concluding with the statement that "there is no other course open but price increases."

From the viewpoint of hardware manufacturers, the coal situation still contains plenty of room for improvement. Production of soft coal in United States fields is limited by current transportation conditions, and while anthracite mines have resumed operations, this handicap also has to be faced in distribution. Coupled with the rising costs of certain raw materials, higher fuel prices have increased production costs and manufacturers in several instances are confronted with advancing quotations.

Collections are reported to have improved during the past two weeks, this development being attributed in certain quarters to the favorable crop returns. With the advent of fall weather, a seasonal call for oil and electric heating appliances, stove accessories and lamps and lanterns is being experienced. More interest is evident in furnace and repair work.

An evidence of the season is the general movement on the part of retail hardware merchants to make a more prominent display of heating stoves and other heating appliances. The time is a little early for actual sales but interest is evident and keen competition will be displayed in filling the usual crop of requirements that develop with the first frosty weather.

Retail hardware dealers are making preparations for an active fall campaign and to that end are paying a little more attention to attractive window displays of seasonable lines and in a small way have started their advertising campaigns. Good business is coming forward, although heating appliances continue to be in most demand.

Vancouver, B. C.

Lack of Quick Despatch Hampering Coast Trade in Special Steel Lines

VANCOUVER, September 21.—Trade in wholesale and retail hardware circles on the Coast has been steadily maintained during the past week. The holding of the Provincial Fair in New Westminster has brought country merchants into the city and some business has resulted, although it is distinctly evident that for some reason they were not doing any large amount of buying. Some of the houses thought it good business to have representatives on the grounds renewing acquaintances with their customers, showing them some of the mysteries of "Sockeye Row."

The greatest complaint heard at present is the tardy deliveries on goods emanating from Chicago, New York, Montreal and Toronto, the lack of quick despatch hampering trade in special lines, chiefly steel. Notices are being continually received stating that delays may be expected due to the coal and rail strike but with the settlement announced a few days, ago early improvement is anticipated.

Deliveries are good on wire nails for the reason that they are manufactured here. During the war the Morrison Steel and Wire Co. had many opportunities to sell its product to other countries at good advances over prices then current in Vancouver. The company, however, took care of Coast orders with the result that the company is now being repaid by the orders of practically all firms here.

Current Price Developments

Changes this week are all on a stronger basis. Files, for instance, largely used in sharpening crosscut saws in the lumber industry, have been increased ten per cent. On account of the advances in the steel market occasioned through increased wages and the various strikes, axes are up by three dollars a dozen, screws fifteen per cent. and lock sets fifty cents a dozen.

Aluminumware continues to be featured in the windows of many retailers. Wearever saucepans were on sale this week in a Hastings street shop at $1.68, and the double boilers were marked at $2.78. Another Hastings street house, which bought out the stock of the Wallace Hardware Co., on Commercial Drive, as announced in Hardware and Metal two weeks ago, has moved the stock downtown and on Saturday started to dispose of it at reduced prices.

Collections both from retailer and consumer are said to be a little on the slow side this week, while from the country districts they are up to the recent average.

Calgary, Alta.

Construction Provides Opportunities For Better Sale of Builders' Hardware

CALGARY, Sept. 21.—A feature of the retail trade of the city is the more than usual space used by some of the hardware merchants in local papers. Results are described as various and closer enquiry brings out the fact that where values are apparent the response is satisfactory. The interest in summer goods has been transferred to fall lines and healthy competition in keenness and service is very noticeable. Building trade is normal and mostly confined to dwellings of the medium type. This class of trade has been educated out of the cheap class of builders' hardware and now show an inclination to be particular as to the class of finishing hardware that goes on to the job, and as a consequence merchants are showing better ranges of medium and higher priced lines and are selling them. The bungalow type of dwelling provides plenty of opportunity for the up to date builders' hardware man to work in new ideas in window, door, closet and cupboard hardware that are bound to please. The standard of this trade is much higher than a few years ago.

Jobbers of steam and hot water heating plants report several good sized jobs signed up lately, mostly for schools and buildings of a public nature throughout the province. Quotations on this line still show an unsettled local condition, notwithstanding the very evident stiffening up of prices on lines close to the basic industries. The recent advance in iron pipe and roughing-in material for plumbing jobs was expected, and known requirements were pretty well booked up before the advance. Activity in cast enamel plumbing fixtures is not marked, but show a fair movement for current needs. Brass goods are moving in good volume at prices that have been steady over some months.

Grain Shipments Increasing

Collections up to date are not showing much headway in reducing overdues but current paper is met in pretty satisfactory manner and there is not likely to be the usual early fall jumping jobbers' outstandings. Grain shipments are increasing in volume, and in some sections rain has delayed threshing operations. This moisture however is welcome and will help out fall plowing.

New Refinery Ratified

The rate-payers this week voted almost unanimously to ratify the agreement with the Imperial Oil Co., and it is expected that the work on the new refinery will start at once and continue throughout the winter, supplying steady work at good wages to a class of labor that is often unemployed at that season. That the rate-payers regard the securing of this refinery as a highly important development for Calgary is indicated by the large vote polled.

New Hardware Prices

The recent mill advance on base price of wire is now in effect in local markets, plain wires being quoted 25 cents higher throughout. Some little activity was noted in annealed wire last month but further demand will not be much in evidence until threshing is well out of the way. Revised quotations Calgary, Edmonton and Lethbridge follow:—

Axe Quotations Higer

Size	Annealed	Bright	Coppered Spring
0-9	6.25	6.50	10.50
10	6.31	6.56	10.60
11	6.37	6.62	10.65
12	6.45	6.70	10.75
13	6.55	6.80	10.90
14	6.65	6.90	11.00
15	6.80	7.05	

In keeping with the above, single loop bale ties have also advanced 25 cents per 100 lbs. A few odd cars of ties were placed in July, but the tendency is to depend on jobbers' stocks for the monthly requirements. Hay crop is light and everything available for shipment will be baled and this line should be active particularly in those sections where many of last year's stacks are intact. Current quotations are:—5.50 for 14 gauge at head of lakes and 7.15 at Calgary, Edmonton and Lethbridge.

Bench axes show a sharp advance of about 10 per cent., thus keeping in line with the general advance in axes recorded last week. The discount off Weiland Vale list is now 50 off plus 50c per dozen at Calgary, Edmonton and Lethbridge.

Wood screws have also responded to the general stiffening and new discounts show an advance of about 10 per cent. Calgary, Edmonton and Lethbridge quotations on flat head bright are 75 off; round and oval head bright, 72½ off; flat head brass, 70 off; round and oval head brass, 67½ off.

An adjustment in the price of Chicago flexible clippers and parts is also noted, the revision being from 20 and 5 off to 22½ off at Calgary, Edmonton and Lethbridge.

TURPENTINE PRICE RISES

An advance of five cents on turpentine establishes the highest mark of the year. Stocks are fairly low and demand falling off. New price is 2.05 in barrels and 2.15 in less than barrels.

The following reductions in seasonable sporting goods will appeal to the shooters:—Remington shot guns, No. 10-A, from 55.25 to 52.75. Currie's twill waders, from 11.00 to 10.25; sateen waders, from 13.75 to 12.25; stockings, from 7.50 to 6.75. Johnson's folding duck decoys are now 6.75 per dozen. Tin goose decoys, 6.90 per dozen. Solid cedar duck decoys, 15.15, and hollow cedar, 27.75 per dozen. The initial flurry in shooting needs has settled down to a steady trade with October, the month for the seasoned shooter, promising to be a good month.



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You Can Lead a Horse to Water

but you can't make him drink. You can apply coat after coat of paint to your heart's content, but you can't make it wear if it hasn't the quality for wearing. Unless it possesses all that is best in brushing, spreading and wearing mediums it will not "stand up."

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Lac Shades
Auto Finish

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If interested tear out this page and place with letters to be answered

St. John, N. B.

Maritime Hardware Jobbing Houses Now Develop Increased Activity

ST. JOHN, N. B., September 21.—During the last week Hardware and Metal's representative called on several of St. John's leading merchants in all lines of business and they all stated that business was picking up wonderfully, and that the people are commencing to buy more freely than they did a few months ago. One of the merchants called upon stated that he was doing far more business than last year at this time. Although some merchants are not yet coming into their own, they feel confident that as soon as the weather becomes unsettled, and the winter approaches, there will be a good business crop up immediately.

There is still quite a lot of painting going on in different sections of the city, although the rush is about over with the professional painters. There is also a good amount of building going on as compared with the last two or three years during the fall seasons. Employment conditions are good, very few men being out of work, and the merchants are beginning to feel the benefits of more spending power than when labor conditions are bad. So far as the maritimes are concerned, the vacation season is now over, and everybody back to work, and with all their travellers now covering their territories, the jobbing houses are becoming more active than they have been during the last two or three months.

At this time of the year many big game hunters visit New Brunswick and leave a fair amount of business with the local sporting goods houses. The big game season opened on Sept. 15. Non-residents must pay $75.00 and residents $10.00. The open season for ducks, geese, brant, coots, gallinules, rails, woodcock and jacksnipe also opened. It is the practice of the hardware houses to give away game laws to visiting sportsmen. These laws are sent down from Fredericton by the provincial government.

Considerable improvements have been made to the St. John city market in the way of repairing and consideration is now being given the improving of the lighting system. Angus McLean, general manager of the Bathurst Company, Ltd., has stated that all details in connection with the paper mill project of Bathurst have been attended to, and that actual work of excavating for the new building is expected to start within a few days. The building will be of concrete and steel, about ninety feet wide and four hundred and fifty feet long.

Work has been started on the Hampton station, N. B., with the intention of remodelling the building, and making it more suitable for railroad purposes. A new firm, that of R. H. Reid, of Twin Mountains, New Hampshire, is now making negotiations to carry on a pulp business on both sides of the Bay Chaleur. T. W. Way, manager of the new business, is at present completing arrangements. Campbellton, being a central and convenient point, will likely serve as headquarters.

Joseph J. Outerbridge, a representative of the Bermuda Department of Agriculture, was in St. John last week looking over the trade situation. He has been on a tour of Eastern Canada. His object in calling at St. John was to get in touch with the merchants who are engaged in trade with Bermuda. Bermuda has long bought heavily of New Brunswick potatoes, this trade having existed about half a century. The R. M. S. P. line gives a very good service between St. John and Bermuda.

The potato producers of New Brunswick are practically shut out from the Northern States, on account of the fifty cents per cwt. duty, and are going to ship to the Southern States, where, by water route, they can meet competition at that point. The recent rains have done some damage to the potato crop, but the extent is not yet known.

Pittsburg, U. S. A.

Advancing Trend in Steel Prices Now Subsiding on Steadier Market

PITTSBURG, Sept. 21.—The general talk in the trade is that steel prices are in an advancing state, and the items reviewed support this view, in general, but at the same time the actual concrete advances do not make altogether the showing that would be expected if the market is really a sharply advancing one. The total turnover in the finished steel markets is not large, probably on the whole considerably less than the production, even though production is not much over half of capacity. Jobbers and manufacturing consumers show a strong disposition to buy for early deliveries, say for spot, October or November shipment, while they display very little interest in December or first quarter.

This is the condition. What it means is not so clear. Remarks that forward business is light because mills do not want to sell are not convincing. It may be that buyers' lack of interest in late deliveries is due to their being too busy with present day problems to consider the more distant future, but if they were certain steel prices were going to advance further they would presumably find the time to consider late deliveries. Very likely they feel that prices are too high now, and many mills admit frankly that such is the case. Costs are up by a very considerable margin, but cost increases alone would not warrant 2.25c for plates, shapes and bars when these commodities sold at 1.35c or thereabouts early in the year, or 3.75c for sheets when last year the market dropped for a time to 2.75c.

Increase in Production

One reason why mills are anxious to get as high prices as possible is that they have orders still to fill that will bring little if any profit and in some cases may involve a loss, the material having been sold long ago at much lower prices, while it must now be made when costs are much higher. The mills may feel that they should obtain all they can while steel is scarce even though the prices are too high to justify a long buying movement being based on them.

Steel ingot production at the end of August was down to about 50 per cent. of capacity or about 26,000,000 tons a year, having been at between 70 and 75 per cent. in June. Since the end of August there has been a sharp increase in production, perhaps to a 60 per cent. rate. On account of the particular circumstances existing, it does not follow that further increases, at the same rate, are to occur. The increase thus far has been due chiefly to steel interests getting their union coal mines in operation, the U.M.W. wage scale being signed, and promptly establishing a movement to their by-product coke plants. Further increases would have to come chiefly from there being more coal and coke from the Connellsville region, where transportation has already become the limiting factor, and by purchases of coal in the open market, when the distribution of purchased coal is almost completely controlled by priorities, in which the steel industry has no standing.

Connellsville coke is quoted at $11 to $11.50 for furnace and $12.50 to $13 for foundry. Offerings of furnace coke have not been sufficient to justify a furnace trying to gather together enough for an operation. In the past week car shortage has prevented full shipments being made on contract and offerings are likely to be less in the next few days.

Pig iron remains quotable at $34 for Bessemer, $30 for basic and $35.50 for foundry, valley basis. These figures are not well supported, transactions being very light. It is held that most consumers could not afford to pay these prices, unless they get further advances in their finished products. Recent predictions that pig iron would advance to $40 or $50 have become unpopular.

The Steel Corporation has announced that it will book rail orders, for shipment to July 1, 1923, at the old price of $40 a gross ton, up to October 1, when the price will go to $43. It is a question how much tonnage this move will bring into the market.

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Because there is more Liquid Granite sold than any other floor varnish on the market, it is the most satisfactory line for dealers to handle.

Liquid Granite sells best because it gives a beautiful lustre, is easy to keep clean, and withstands the severest tests of wear and water.

Write for prices and particulars.

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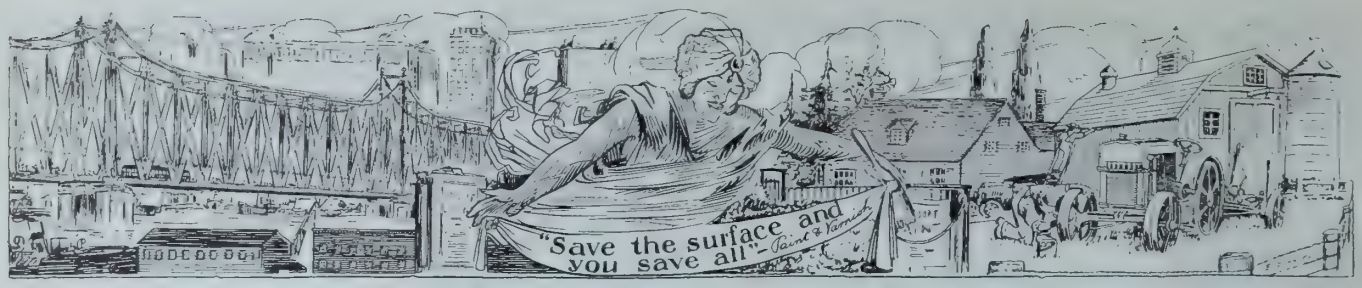
ENAMELS VARNISHES STAINS

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BRANCHES: Toronto, Winnipeg, Moncton, Montreal.



If interested tear out this page and place with letters to be answered.



Paint Customer Who Argues the Price

Paint Salesman Lets Customer Take the Paint and Use it Alongside the Cheaper Variety and Pay on Basis of Results—Meeting the Price Argument on White Lead—Getting Some Free Advertising

CONTINUING the article commenced in the paint department of last week's issue, the following deals with the way in which still other types of paint customers were handled:—

Now in comes a tough nut. He has been quoted a price by our competitor. He has the cash and he is going to get his money's worth. He insists upon price per gallon and we give it to him. He tells us he can buy a standard grade for 50c per gallon less than ours. We dig up our measured tests of painted samples of different paints and show him he never bought a $3.65 paint for $3.15 and never will. Usually that cuts the bacon and we get the business.

But if he thinks we are flim-flamming him, doubts our knowledge of the fact or doubts our sincerity and refuses to be convinced, we just hand the gentleman a gallon of our paint, white or any color he wants, and invite him to use it, free of charge, side by side with the other paint. After using the two if he decides on the other paint ours doesn't cost him anything. We charge it to advertising, but if he decides to use our paint—and he always does—he pays us $3.65 for colors and $4.05 for white, for this gallon and for every gallon he buys.

There are several ways to handle this "bird," but I am afraid if I attempted to tell you half of them you would get too tired reading.

Now comes the customer, or painter, who is a lead and oil crank.

Lead and oil, gentlemen, is our common enemy. It is lead and oil which is, broad and long, our big competition. Unless we can beat lead and oil, hand-mixed, in our store we are going to have a hard time building up a paint trade. We all love to sell lead because it pays us such a handsome profit on the oil and the colors and the brushes, etc., that go with it, but not on the lead. What are we going to do about it? Sell something better, of course.

I will now show you how a very successful retail paint dealer has met the price argument on white lead, having used this method successfully for many years. He figures:

	Lead at 5 gals oil per 100 lbs.	Average for both coats
100 lbs. lead	$12.88	$12.88
5 gals. oil	1.13	5.65
Colors		1.50
Labor		1.50

Divided by seven gives $3.08 per gal.

House paint sells at $3.65 per gal.

Reduced with one-half gal. raw oil for first coat. To simplify figures we will take two gals. house paint and one gal. raw oil.

2.81 per gal. for first coat.

$3.65 per gal. for second coat.

$6.46 divided by 2 equals $3.23.

House paint $3.23 per gal. average for both coats.

Lead and oil $3.08 per gal. average for both coats.

House paint covers six squares per gal.

Lead and oil covers five squares per gal.

$3.25 divided by 6 equals 54c per square.

$3.08 divided by 5 equals 61c per square.

A first-class house paint outwears a first class hand-mixed lead and oil paint at least 50%. Where's your argument?

As we have time from day to day we are going to invite prominent property owners to our store for ten minute interviews and talk to them about our paint. I know one fine retail paint salesman who is cashing in on this system.

Now we will try to sell a flat wall paint job.

In the course of our telephone conversation with prospective customers, Mrs. Horace Moring informed us that she intended to redecorate the interior of her home and that she was interested in flat wall colors and would probably be interested in enamels and varnishes. We immediately sent her name to the company for promotion advising them the products with which Mrs. Moring might be interested. As a result of this promotion work on the part of the company Mrs. Moring requested decorative suggestions for her home and has now called at our store for further information and prices.

Some Free Advertising

There was very little upon our part to be done except to assure Mrs. Moring that we had the stock and could make prompt deliveries and give her an estimate of quantities resuired and write up the specifications for her requirements. Mrs. Moring happens to be a member of the Methodist church and she is also a member of the Daughters of the Empire and she is interested in Women's Political League and meets a host of friends at the Red Elephant every other day for luncheon. She entertains quite a good deal socially and we rather expect that this job is going to be very beneficial to us with quite a number of Mrs. Moring's friends.

It not infrequently happens that a property owner has one or more rooms which he desires very much to work out in Tiffiny finish. His painter may be perfectly capable of producing the results desired and again he may not. The company's decorative department is thoroughly equipped to furnish either the painter or the property owner with working charts showing in graduated form the colors used and the process of blending so that any workman of ordinary ability should have no trouble in giving his customers and ours entirely satisfactory results on this class of work. It also happens quite frequently that the painter himself is puzzled to know just how to proceed in this matter of Tiffiny finish and does not wish to expose his ignorance or shortcomings to his customer. The

(Continued on Page 50)

To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

PAINT CUSTOMER WHO ARGUES THE PRICE

(Continued from page 48)

company whom we represent has assured us that its decorative department will be very happy to render services of this character free of charge to any of our painter friends.

Knowing Thinners Important

In selling paints it is important to know what thinners should be used with the different kinds of paint; linseed oil paint, varnish paint and water paint.

You know without my telling you that linseed oil paints should be thinned for under coat work with raw linseed oil and turpentine in sufficient quantities of both to meet the requirements of the surface. You will occasionally find property owners or painters who object to the use of turpentine on outside work. It is almost impossible to do a thoroughly good job of outside painting without the use of turpentine as a thinner in undercoats.

Varnish paints should be thinned for undercoat work with pure spirits of turpentine only when thinning is necessary. Please understand that I am speaking of trade sales products not of industrial products in which other thinners are often used. Varnish paints and clear varnishes should never be thinned with linseed oil, benzine, naptha or gasoline or any similar material.

Water paints include kalsomine, fire proof white, distemper colors, etc., and water either hot or cold is used, for the vehicle and also for thinning purposes when necessary.

The care of brushes is very important if good results are to be expected from the use of paints and varnishes.

The paint brush may be suspended so that the lower ends of the bristles are about one-half inch to one inch above the bottom of the brush holder. A cover may be put over the can to retard evaporation of the volatile thinners. The paint brush may be cleaned with naphtha or gasoline or even may be allowed to stand in gasoline for a period without any serious consequences. A mixture of linseed oil and turpentine 50-50 will keep brushes in fine shape when used in proper brush holder.

Varnish brushes should be cleaned with turpentine only and if put in a brush container should be suspended in turpentine. A varnish brush should not be allowed to stand in naphtha or gasoline which will cause it to get lousy. By lousy in this instance we mean that the naphtha or gasoline separates the gum in the varnish from the liquid and leaves a gritty substance which looks like fine grains of sand in the brush. A brush in this condition put into varnish used on a floor or upright woodwork will leave the surface looking as though it had been sanded.

Knowing Primers

There are quite a few things that a retail paint salesman should be familiar with, such as recommending proper primers for outside and inside work, foundation coats for enamels, thinning undercoats when varnishing new floors, thinning undercoats when painting new floors, the action of alkali in newly plastered walls or in new concrete floors on paint, etc.

Selling the right kind of paint for the right purpose is very important. Investigation of complaints and the fin satisfaction of the customer is no less important. There are many causes of complaints, but I will take time to name only a few of them now. They are improper thinning of undercoats, not having the paint thoroughly stirred up, non-receptive surfaces, insufficient light, poor ventilation, cold floors, insufficient time between coats for drying, too much paint, not enough paint, and many more.

To the retail paint salesman knowledge of the action of paint upon the different kinds of lumber used in his particular locality would be very valuable.

Paint Trade Notes

PAINT SALESMAN WEDS

Harry Lawford, Toronto sales representative of Benjamin Moore & Co. Limited, was quietly married at Howard Park Methodist Church on Monday by the Rev. Dr. C. T. Scott.

Only relatives and friends (which included the staff of Benjamin Moore & Co.) were present at the ceremony. The happy couple will spend their honeymoon in Muskoka.

"BUMPER YEAR 1923"

The Canada Paint Co., Ltd. has adopted as its slogan for next year "Bumper Year 1923" and a button bearing the slogan has been made for its salesmen.

SALES CONVENTION

The officers and sales staff of the Imperial Varnish and Color Co., Ltd., are holding a four-day sales convention this week at the head offices and plant, Toronto. Representatives from coast to coast, including Vancouver, Winnipeg, Montreal and the Maritimes, are in attendance. The convention closed with a dinner at the Scarborough Golf Club, on Friday evening, September 22.

ATTEND TORONTO MEETING

Among the members of the Canadian Paint, Oil and Varnish Association from Montreal, who attended the meeting held in Toronto this week, were: George Henderson of Brandram Henderson, Ltd.; W. S. Fallis and R. C. Mission of Sherwin-Williams Co. of Canada; J. H. Conover of Martin Senour Co.; Royal Cluxton, Canada Paint Co. and John Irwin of McArthur-Irwin, Ltd.

"Save the Surface" Contests

Prize Winners to be announced in next issue

PRIZE winners in the "Save the Surface" campaign contests for window displays and newspaper advertisements will appear in the next issue of Hardware and Metal (Sept. 30). Reproductions of prize winning displays will also appear. Incidentally the Sept. 30 is the Annual Fall "Save the Surface" number of Hardware and Metal and will be brimful of splendid suggestions for increasing sales of paints and varnishes during the coming fall and winter months. The prize winning window displays will offer splendid suggestions, which hardware merchants and window trimmers in Canada can use to advantage in featuring paints and varnishes in a most effective manner. The ideas in these windows can be used throughout the year, in producing practical, effective and sales-producing displays. The issue will be one which window trimmers will wish to keep for future reference. For those who do not wish to cut their file copies of Hardware and Metal, reprints of the prize winning displays will be provided free of charge by Hardware and Metal. Address requests for copies to Editorial Department, Hardware and Metal, 153 University Ave., Toronto, Canada.

Canuck Shot Shells Win Again at Traps

Out of the 22 registered tournaments held in Canada this year, Canuck Shot Shells cleaned up 10 Amateur Championships and 17 Professional Championships.

Year after year, this is the record of Canuck Shot Shells.

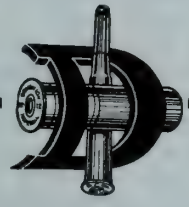
Out of the 886 shooters, competing in these 22 tournaments 536—more than half—shot Canuck Shells.

This is evidence of what both professional and amateur trap shooters think of the dependability of Canuck Shells. Let this be your guide in building your ammunition business. These are the shells your customers want–the shells that they can depend upon––the shells that make them satisfied ammunition users.

Check up your stock to-day, and if you are not carrying a complete line, place your order now for:

Dominion Ammunition Dependable---Accurate

DOMINION CARTRIDGE CO., Limited
Owned and Operated by
CANADIAN EXPLOSIVES, Limited
HALIFAX MONTREAL TORONTO SUDBURY WINNIPEG VANCOUVER



If interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, September 21.—The sudden turn in the flax-seed market when a decidedly firm tendency developed after a period of an easier market, attracts attention in the paint markets. Linseed oil, after further receding in price made a total recovery during the past few days and although quotations are unchanged from last week, these prices are said to be very firm. The future of this market is still uncertain, with the new crop ussually offering an easier tone at this season, there are other factors in the market helping to form a stiffer tone. which may have a direct bearing on future prices.

There is still a strong tendency in the turpentine market, limited stocks and a good demand in the south holding the market in a firm position. Local stocks are at a comparatively low level, but owing to a light seasonal demand requirements are being taken care of from stocks on hand. A softer tone continues on import window glass, but this is offset by the inability of manufacturers at this source to make immediate deliveries. Shipments are expected to increase as the season advances, but at the present time local stocks will require considerable replenishment before the real active season commences, and this tendency is thought by certain importers to be sufficient to maintain a fairly firm market for earlier fall business at least.

FLAX SEED MARKET SHOWS TOTAL RECOVERY

Montreal.

A further decline in linseed oil prices to the extent of three cents per gallon earlier in the week, followed by a total recovery in the past few days, bringing prices to former levels, has been the trend of this product during the week. The easier tendency noted in the seed market, and the sympathetic tone in oil, came to an abrupt ending at the beginning of this week when an advance of fifteen points in the seed market was recorded in one day. Oil prices have shown only a three cents advance to date, while the above increase in flax-seed is equivalent to an advance of approximately eight cents. This would indicate that the oil market is now in a firm position, and in discussing this tendency with local crushers it is stated that they are now awaiting further developments before advancing prices to a level representing existing seed quotations. To some, the health of the present rapid rise in flax-seed is thought questionable, and a reaction in the near future would not be surprising, while others, admitting the extent of the gain was a surprise, state that the market during the coming weeks may be full of uncertainties and surprises. Although lower prices might naturally be expected, there is the strength of foreign markets, the unsettled condition now evident overseas, and the chances of a car shortage in the coming weeks to be considered, each of which might have a deciding effect on both flax-seed and oil prices.

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.....	0 98	1 00
5 to 8 bbl. lots, per gal.....	0 96	0 98

Less quantities, add ten cents per gallon.

NO CHANGE IN PAINT AND VARNISH PRICES

At a meeting of the Canadian Paint, Oil and Varnish Association held at Toronto on Thursday of this week, it was decided that present prices should remain in effect, and that orders for spring deliveries be accepted on the basis of present prices with April 1st dating. It was claimed by some manufacturers that higher prices were justified owing to increased costs of many raw materials, but no definite action was taken regarding price change at the time. It was also decided to make representations to the Dominion Government regarding the sales tax, the application of which the paint and varnish manufacturers believe could be greatly simplified and improved. A committee was appointed to draft up the recommendations which are to be made to the Government. The details will be given publicity as the committee completes its work.

SLOWER DELIVERIES OF IMPORT WINDOW GLASS

Montreal.

While there is still an easier tendency in the Belgian market for window glass, owing to the low value of the franc, importers are now faced with the obstacle of deliveries from this source. Many factories in commencing operations after a cessation of activities during the summer months, are receiving orders which they cannot immediately fill. This condition is expected to be gradually remedied as the season advances, but in the meantime only part shipments are being made for immediate deliveries. Stocks locally are in fair shape, but the above condition offsets the softer tone on the import markets to quite an extent. Quotations locally on window glass are unchanged, with trade improving from week to week.

FIRM TONE STILL EVIDENT IN TURPENTINE

Montreal.

Current quotations on turpentine are unchanged, ranging from $1.65 to $1.70 per gallon in one barrel lots. The improved tone in this market continues, and at primary centres in the south an advancing market has been in evidence for the most part during the past week. Limited stocks and a particularly active demand, both domestic and foreign, are factors still reported as holding the market in a firm position. Also, there is the rail strike situation involving transportation difficulties which is still a handicap in distribution circles, and not only does this affect Southern markets, but locally available supplies are none too ample. Demand locally is seasonably quiet, and for this reason requirements are being taken care of from stocks on hand. Importers feel that the movement in the South will continue fairly good and a firm market tone will in all probability prevail during the ensuing weeks. Unchanged price levels are as follows:

TURPENTINE—

1 barrel lots	1 65	1 70
2 to 4 barrel lots, per gal. ..	1 63	1 68
Broken lots	1 75	1 80

IMPROVEMENT NOTED IN PUTTY MOVEMENT

Montreal.

There is a continued improvement in putty business, and sales are now commencing to reach satisfactory proportions. No further change has been made in quotations, and following are prices at recent revision:

PUTTY—

Standard, per 100 lbs.	5-ton.	1-ton.	Less.
Bulk barrels, 800 lbs....	$3 25	$3 50	$3 75
Bulk drums, 100 lbs.	3 75	4 00	4 25
Bulk drums or tins, loose 25 lbs.	4 00	4 25	4 50
Do., loose 12½ lbs.	4 25	4 50	4 75
Tins, cased, 25 lbs.	4 75	5 00	5 25
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Bladder barrels, 400 lbs. ...	5 00	5 25	5 50
Bladder cases, 100 lbs.	5 25	5 50	5 75
5 lb. tins	8 00	8 25	8 50
1 lb. tins	10 00	10 25	10 50

Pure linseed oil putty, $1.25 per 100 lbs. advance over above prices.

Toronto

TORONTO, September 21.—A number of price advances attract special attention to the paint markets this week. Window glass, linseed oil and

(Continued on page 54)

Barrett Roofings, Cements Industrial Paints etc.

Powerful Advertising for Quality Products

THROUGH 1922—all over Canada—millions of advertisements will point out the economy, the reliability, the superiority of Barrett Roofings, Cements and Specialties.

Such a powerful sales-making force is bound to bring new customers to Barrett dealers everywhere.

But that's only half the story. Barrett Roofings and Specialties stand head and shoulders above any similar goods—once a man buys them he buys again and again. For Barrett customers are always satisfied customers.

The biggest profits are made by dealers who carry a complete stock of Barrett goods. *You* should have every one of these popular, fast-selling products on hand.

Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Everjet Elastic Carbon Paint
Everlastic Multi-Shingles
Liquid Elastigum

Creonoid Fly Oil and Lice Destroyer

Order your stock now. If you haven't received a copy of our latest Price List drop us a line. We'll mail it without delay.



The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N.B.
WINNIPEG VANCOUVER HALIFAX, N.S.

WEEKLY PAINT MARKETS

(Continued on Page 52)

turpentine each appear with higher quotations, and in addition to these developments, rumors are afloat of contemplated price advances on certain paint products.

The increase in linseed oil is primarily attributed to the sudden recovery in the flax seed market, which added considerable strength to the oil situation. However, in some quarters the health of the rapid rise in seed quotations is being questioned.

Slower deliveries of imported window glass have offset any tendency to weaken the current situation, while a marked improvement from week to week has placed local trade in window glass upon a decidedly better basis. The Belgian factories are reported as unable to immediately fill the orders they are receiving.

A firm tone is still evident in southern turpentine centres, and limited offerings, coupled with an active demand, have kept price levels up in primary quarters. There is only a fair call in domestic circles, but low supplies and delay in receiving further shipments have served to advance local prices.

UPWARD REVISION IN GLASS DISCOUNTS

Toronto.

Owing to the improved demand for window glass, prices have been advanced through a revision in discounts. The quotation on imported glass is now 15 per cent. off in lots up to twenty-five cases. Over that amount the prevailing discount is 20 per cent. A similar revision has taken place in prices on domestic glass, the level of five per cent. off now being in effect on smaller lots, while on lots of 25 cases or over the discount of ten per cent. is given. It is noted that the new quotations on imported glass apply west of Cobourg, Ont. East of that point an extra five per cent. is available. The seasonal movement of window glass is described as reaching good proportions, and distributors point out that this improvement has resulted in the current strength in the market tone. The revised levels are effective from September 19. Deliveries of Belgian glass are stated to be noticeably slower, while trade is improving from week to week.

RECOVERY IN FLAX AND LINSEED PRICES

Toronto.

Linseed oil prices present a see-saw motion this week, the recovery in the flax seed markets being responsible for a three-cent advance in oil prices. This offsets the decline recorded last week, of the same extent, but whereas linseed has exhibited a weaker tone during recent weeks, the opposite tendency is now apparent. The rapid rise in seed prices developed a corresponding strength in linseed oil, which brought a sudden reversal of previous conditions. It is stated that crushers have advanced prices and under the stimulus of a continued movement like the present, oil quotations may rise to even higher levels than those recorded below.

LINSEED OIL—	Per Gallon			
	Raw		Boiled	
1 to 2 barrels ...	1 00	1 05	1 03	1 08
3 to 4 barrels ...	0 99	1 04	1 02	1 07
6 to 9 barrels ...	0 97	1 02	1 00	1 05

Less barrels. 15 cents per gallon.

PRICES ON TURPENTINE AGAIN CLIMB HIGHER

Toronto.

Developments in southern turpentine production centres where a good steady demand is reported consequent upon the rail strike settlement, with the attainment of higher values, are described as responsible for a five-cent advance in domestic turpentine price levels. This change brings the local quotations between $1.80 and $1.90 per gallon in one-barrel lots.

Shipments to local warehouses are described as slow, and the present stocks are far from large. However, fresh supplies are stated to be on the way, and an improvement is expected in deliveries from producing centres from now on, due to the satisfactory settlement of transportation difficulties. There has also been a slight improvement in domestic requirements during the past few days. Following are revised quotations:

TURPENTINE—		
1 barrel lots	1 80	1 90
2 to 4 barrel lots.....	1 79	1 89
5 gallon lots	1 95	2 05

Less than one barrel lots, 15 cents per gallon extra.

SALESMAN IS REFLECTION OF HIS FIRM

(Continued from page 31)

spoke in a modulated voice that was especially pleasing to the ear. His manner was assured and yet deferential. What he said about his novelties was convincing.

Another good representative of his house called to sell me some printing. He was not a fashion plate. His clothes were a little rumpled, though clean. The impression that won me in his case was of painstaking desire to render the best service. The salesman made me feel that he and his house were sincere in their purpose to do more than ordinary printing. He gained my confidence, and I gave him an order for half a million circulars.

Most of the sales misrepresentatives I encountered were employees of retail stores, though twenty-seven of the eighty-nine were travelling salesmen.

One day I went to a department store to buy a rug. The motto of the great establishment was, "The customer is always right." I had made up my mind about the kind of rug I wanted. The salesman assigned to wait on me, however, did his level best to frustrate me in making a selection. He had his idea of what I should have, and he paid no attention to my preference. I went elsewhere and bought exactly what I wanted.

Attracted by an advertisement of business suits, I recently entered a clothing store. I was greeted most courteously by the chief usher, who escorted me to a floor-walker who also was cordial and polite. Then I was turned over to a smirking salesman. His courtesy was a sham. At the end of ten minutes of snippy condescension to my repeated insistence on a blue suit of rough goods, the salesman became disgusted with my obstinacy. He said to me, "I can fit your body, but not your mind." His attitude was a misrepresentation of the house policy of "Courtesy first, last and always." It spoiled all the good impressions made by the chief usher and the floor-walker. I bought my new suit in a competing store.

Few businesses seem to realize that their salesmen literally represent them in the views of prospective buyers. When a salesman presents himself before a possible purchaser, he stands in the place of his house. He typifies the business as the prospect sees it. Of course, it is unfair that a great firm should be judged by the impressions a single salesman makes, but the prospective purchaser reasons that the house selected the representative and that he mirrors his employer's policies. Justly or unjustly I have formed unfavorable opinions of eighty-nine businesses because their salesmen made poor or bad impressions on me. The misrepresentatives of the rug store and the clothing store cost their employers the profits on the two orders I placed elsewhere. They are expensive penalties for careless or indifferent selection and training of representatives.

Misrepresentation is usually due to ignorance or thoughtlessness somewhere. The house is to blame for not taking precautions to assure itself true representation in its salesmen. The salesman is to blame for not fitting his conduct and ideas to the policies of the house. Poor teamwork cannot get successful results.

Last week I had occasion to cash a check at a bank that advertises "Thank You" as its slogan. I was eighth in the line at the paying teller's window. The man behind the wicket was supercilious. His face expressed sneering aloofness. His treatment of the people who presented checks for payment was a direct contradiction of the "Thank You" sing-song he perpetrated when he pushed the money across the counter. The blunt-speaking woman just ahead of me turned and commented, "wouldn't you like to slap his face?" I nodded hopefully. I thought she might express herself to the teller, but she contented herself with a glare at him when he paid her check.

Norval Hawkins, the sales manager who built up the distributing organization of the Ford Motor Company, trained his salesmen for twelve years to observe a rule of representation that he expressed in a sentence:

"When you are talking to a prospect, speak and act as if Henry Ford stood at your elbow."

No salesman whose thoughts and conduct are in accord with that principle will be a misrepresentative of his house. No good sales executive will let a salesman say, "I represent" until he does.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
22 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W. .	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	...0 50	Group 3	...1 00
Group 4	...1 50	Group 5	...2 00
Group 6	...2 50	Group 7	...3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 35c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each..... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut lace leather, Beardmore, $1.80 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16.....	$6 00	18-16.....	$12 00
4-16.....	5 00	19-16.....	14 00
5-16.....	5 00	20-16.....	14 00
6-16.....	5 00	21-16.....	16 00
7-16.....	5 00	22-16.....	16 00
8-16.....	5 00	23-16.....	18 00
9-16.....	6 00	24-16.....	18 00
10-16.....	6 00	25-16.....	21 00
11-16.....	7 00	26-16.....	21 00
12-16.....	7 00	27-16.....	24 00
13-16.....	8 25	28-16.....	24 00
14-16.....	8 25	29-16.....	24 00
15-16.....	9 50	30-16.....	27 00
16-16.....	9 50	31-16.....	30 00
17-16.....	12 00	32-16.....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass).....	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	6 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 45%
Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square. Blank, off net list, $1.00. Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50. —Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

BROOMS	Doz.
No. 5, 4 strings .....$	6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag., yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel ... ...$ 3 68
Less car lots—
Per bbl., f.o.b. yard 4 40
Per bbl., delivered 4 60
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP

A—8 doz. case .....$ 8 40
B—6 doz. case 7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
T. F., No. 1	$16 25
T. F., No. 2	$17 50

COBBLER SETS

Economic, T. F., doz. sets. $11 25

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch...	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 68c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb.
F.O.B. Montreal, Toronto, Hamilton, London.
Toronto, $8.00; London, $7.75

CROWBARS

Per 100 lbs.—Montreal. $7 75

DAMPERS—Stove Pipe — Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0 80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.		29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅝	$ 8.50
⅛	3.00	7-16	10.50
5 32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in. $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade 60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson ..... 30|5%
Black Diamond ..... 35|5%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A. less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES

	Per Cwt.
Under 40 lbs. weight.	
Smaller than 2 inch face	$4 50
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3 50
Bi-Treadle. each	9 75
Cycle B B.	8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	$ 7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ..... $10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 18 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	13	75
Do., No. 1	15	30
Do., No. 2	16	25
Stearns, 4"	12	40
Do., 5"	16	60
Perfect, No. 1	18	75
New Milo	12	50
Canada	13	25
Hatch	13	00
National	15	00
America	19	00
Great West	30	00

HATCHETS, SHINGLING—per doz.
No. 1 ..... $ 9 75
No. 2 ..... 10 75

HATCHETS, LATH
No. 3 ..... 10 00
No. 4 ..... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ..... 14 00

HATCHETS, CLAW—
No. 7 ..... 11 00
No. 8 ..... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind — Doz. sets
Clark's No. 1 ..... 1 90
Do., No. 3 ..... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz.	pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 '
6 inch	1.53	1

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in.. $6.40; 12 in.. $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb., per cwt. 7 25
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 larger	No. 1 smaller
Light iron 0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron 1-8	6 90	7 15
Heavy iron 6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60
Featherweight "X-L" steel 0-04	3 75	all sizes
Special-countersunk 1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in., 10½c ft.; ⅝ in.. 12c ft.; ¾ in., 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 81
Potts' nickel plated, per set.. 1 87
Potts' handles, japd. grs..... 17 50
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty, $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard $0 44	
Household 0 33	
Shelf Lock, 4 to 8 ft. only 0 28	0 30
Faultless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft. ...	0 49
Single and Fruit Picking	
10 ft. to 16 ft. 0 26	0 28
18 ft. to 20 ft. 0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ..... 1 20 doz.
6 doz. cases ..... $1 05 doz.
3 doz. cases ..... $1 10 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 .....$ 2 00
Do., No. 3 ..... 2 50
Barn Door, No. 5 ..... 3 00
Do., No. 8 ..... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Pearless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B. 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 29 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 69 00
Do., electric 118 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 28 00
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, electric 145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ..... $ 9 25
Pick, doz. 9 25
F.O.B. Montreal Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90
Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion ... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles .. 10 00
Crank-Wringing 6 75
Self-Wringing, complete .. 4 00
No. 6, Sticks 1 85
No. 10, sticks 2 00
No. 11, Janitor, ... 4 75
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 25%
Woodyatt 25%
Empress 25%
Mayflower 25%
Ontario Daisy 25%
Star 25%
List, September 19, 1921.
Whippet ..... Net
Thousand Island ..... Net
Red Wing ..... Net
Blue Bird ..... Net
List, September 9, 1922.
Maxwell's, List 68, discount 45%
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅞ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

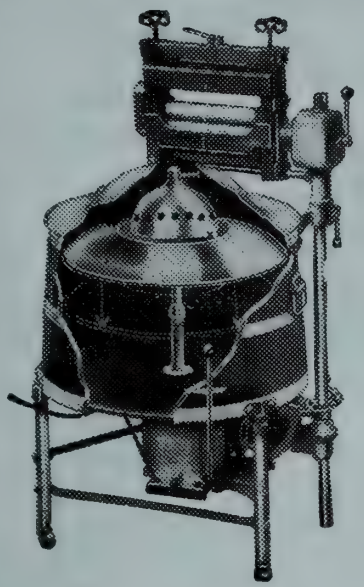
Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

Maxwell **Product**

Made-in-Canada

Features that make the Mono-Vac exceptional:
—Single large vacuum cup, of aluminum;
—Adjustable to size of washing;
—Heavy cypress tub **holds** heat, instead of radiating it as with metal;
—Driving gears under tub promote stability; all fully protected;
—Adjustable fourth leg, for uneven floors and draining off;
—Swinging, reversible quick-release wringer.

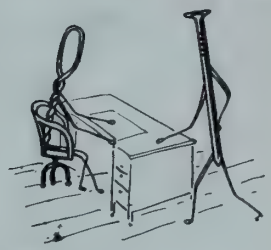


Attractive Folders (in color), for distribution to your customers, gladly supplied on request.

MAXWELLS LIMITED
St. Mary's, Ont.

LAIDLAW'S WIRE BOYS

W.N. Indulges in a little Shop Talk

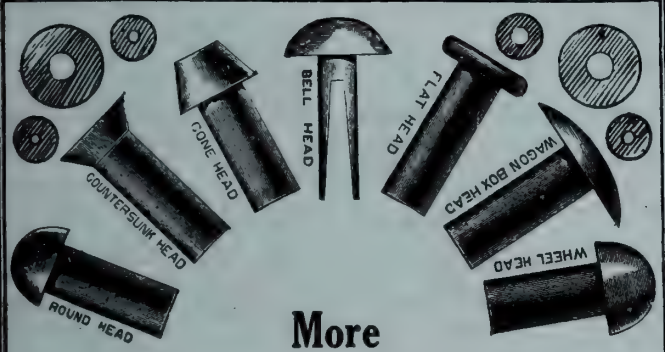


Says W.N., "In this man's factory we make, among other Laidlaw products, bale ties, special hay baling wire made from Bessemer stock, wire nails, fence staples, fine wire (bright, annealed and lacquer finish, coppered, tinned and galvanized), square pin, brush, bookbinders, hat, florists and a fine quality of tinned or bright mattress wire."

Everything in Wire and Wire Nails

THE
Laidlaw Bale Tie Co., Ltd.
Head Office and Works,
HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

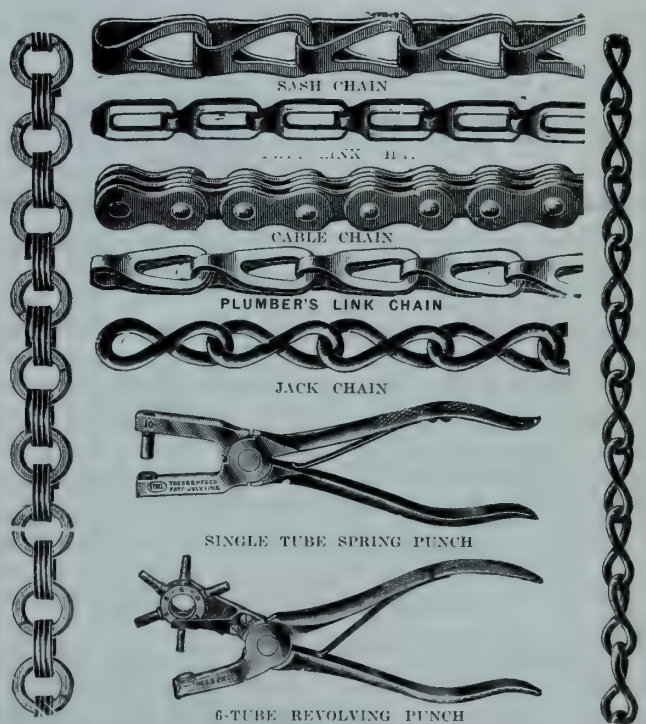
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain" **Bridgeport, Conn.**

If interested tear out this page and place with letters to be answered

NAILS (Continued)
5½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.75 base.
Owen Sound or Collingwood $3.75 base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed, Toronto, Hamilton and London.
Roofing Nails — American, large head, keg, $9.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Per Box of 25 lbs.
Lengths	
3	1⅝" $15 00
4	1¾" 10 00
5	1 15-16" 4 50
6	2⅛" 4 50
7	2 5-16" 4 50
8	2½" 4 50
9	2 11-16" 4 50
10	2⅞" 4 50
11	3 1-16" 4 50
12	3¼" 4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90
1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 80 rod rolls.
F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 .....$15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 85

Per 100 lbs.

Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 20
Asphalt felt, 10 and 15 lbs.,	3 75

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$7 50	$7 80
6 to 7 lbs. doz.	8 25	8 50
Rock—		
7 to 8 lbs., doz.	9 00	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case
5 gross, 4 in. (loose), ...$1 55
4 gross (cartons), 4-in. .. 1 60
Spring, 2 grs. box 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,		$18 40
3 in., in 10-ft. lengths list		22 80
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. .....net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkg., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05; Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 p.y, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80

Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement

	Per lb.
400 lb. drums	0 04
125 lb. drums	0 05
Above prices net.	per lb.
5 lb. cans	6 60
10 lb. cans	12 00
1 lb. cans	2 50

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood F.H., bright	80 5%
Wood O.H., bright	77½ 5%
Wood R.H., bright	77½ 5%
Wood F.H., brass	75 5%
Wood R.H., brass	72½ 5%
Wood O.H., brass	72½ 5%
Wood F.H., bronze	70 5%
Wood O.H., bronze	67½ 5%
Wood R.H., bronze	67½ 5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

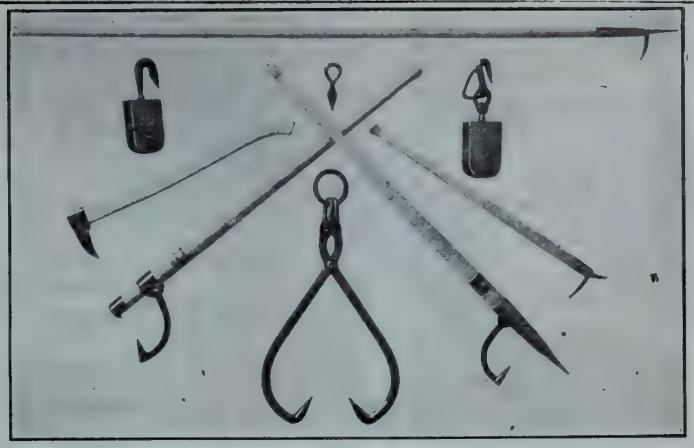
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

EASTERN REPRESENTATIVES

Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal





"TRIMO" Pipe Wrench

The Trimo Pipe Wrench is made in eight different sizes.

The Steel Frames will not break.

The Nut Guards prevent accidental turning of the adjustment nut.

The Spiral Spring is always in place.

The Inserted Fixed Jaw can be removed when worn.

All Trimo Tools are good tools.

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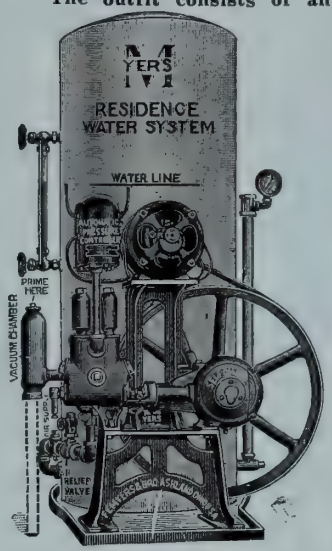
28 Temple Ave. - - Toronto

PNEUMATIC
WATER SUPPLY
SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep.

The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.



Write us for Water System Catalogue and prices. Now is the time to interest your customers.

The

STEEL TROUGH & MACHINE CO., Ltd.

Tweed, Ont., Canada



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent. $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast. No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ... ...$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ... ... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00

Stove pipe thimbles, 60 per cent. F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets for above..... 2 00
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. ... .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70 and 10%
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

tawa, Toronto, London, Hamilton, Collingwood, or St. Marys.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 30
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60 F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only)
Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .. ..30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ..... 10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 80
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40%.
Diamond, 20%.
Premier, 20%.
Canada ware, 20%.
Crescent, prices on application.
Crystal, or whiteware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus. 10%
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, net list.
Tinners, trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, 10%.
Steel sinks, painted, 10 per cent.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, add 40 per cent.
Garbage pails, 10%.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper Boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 7½%.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 33 1-3%.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/ 16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 36 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 50
Section, ½ lb per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 05
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c
Stovepipe Wire:
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal. St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; **42½% on genuine.**

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench. No. 541EB.... 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following places to point of destination, viz.: Montreal, Kingston, Ot-

TINKER TOM'S TALKS.

NO. 377

What's Doing?

The Well-Posted Buyer looks for advance information at all times. He must be alert, yet cautious.

The Sheet Market is, of course, subject to the rise and fall of Ore, Pig Iron, Coke and Labor.

Let's Analyze—

Ore is certain to cost more for 1923 season, even though freight has been reduced 10%.

Pig Iron—A drug on the market in January, 1922, at $18.50 per ton, we find basic pig now hard to get at $32.50 f.o.b. Valley with no sign of a let down.

Coke—Well, there's no use wasting words to tell you that with every big user determined to lay up a good reserve of coal before next April that coal will continue high priced and Coke likewise.

Labor—The tide of falling wages and unemployment is to be replaced by increased pay, steady work and lots in incidental labor disputes.

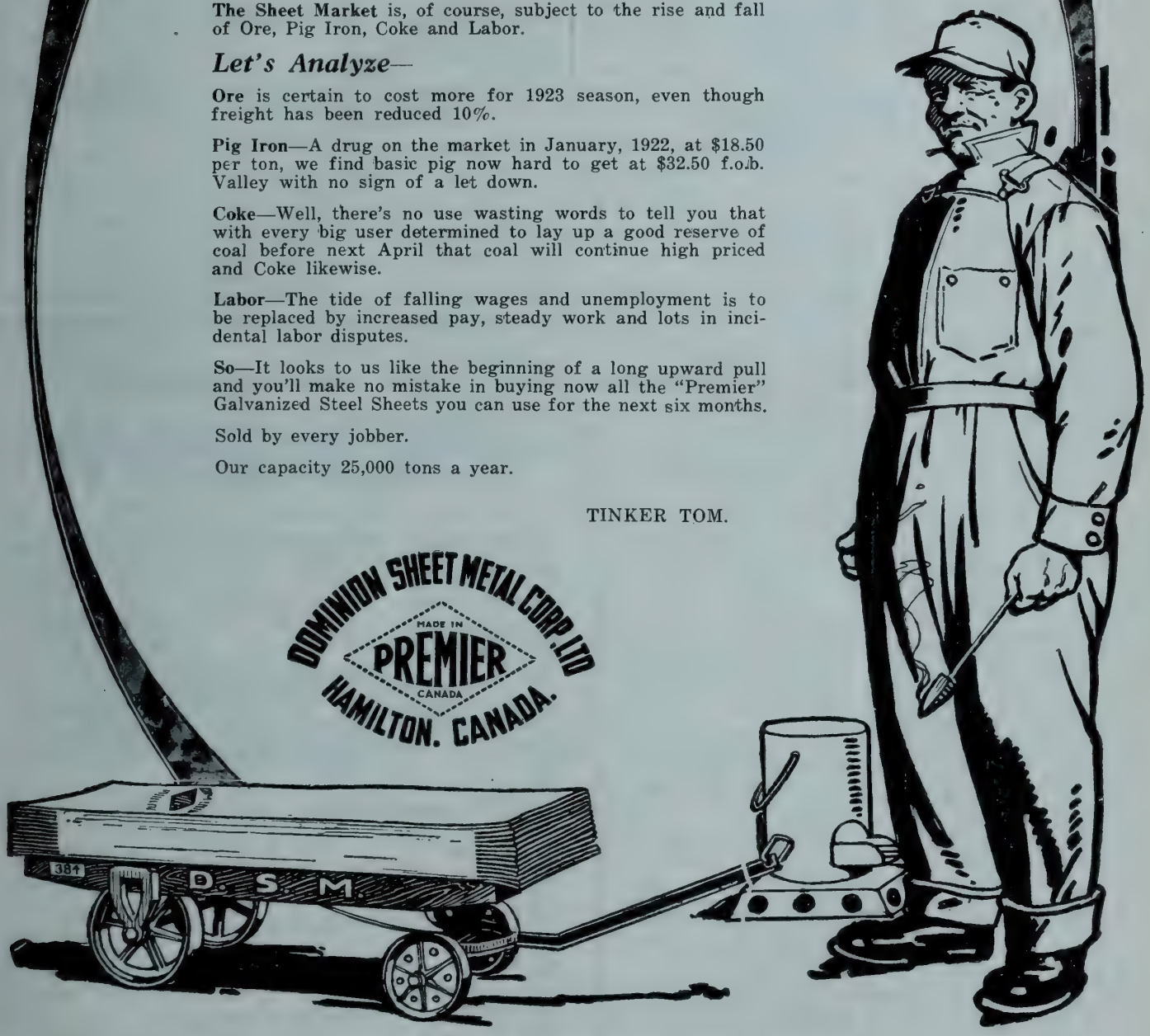
So—It looks to us like the beginning of a long upward pull and you'll make no mistake in buying now all the "Premier" Galvanized Steel Sheets you can use for the next six months.

Sold by every jobber.

Our capacity 25,000 tons a year.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 36
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .....16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70/10%.

GLASS PLATE.
Montreal and Toronto. 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .. 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans, gal.	1 50	1 50
6-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	....	0 45
Half barrels	....	0 50
5s and 10s	....	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade .....$ 4 00
Water white 5 00

SHELLAC

	Pure White	Pure Orange
In bbls.	5 10	4 60
Gal. jugs	5 40	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens,	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Hydrox Spar, Imp. V. 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 07
Scar-Not S.W. 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 23
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints 5 lb. pkgs.	(per 100 lbs.) White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

Discards Reduced to a minimum

When you stock
STILL'S HANDLES

Every hardware man knows that his profits on handle sales can be greatly reduced if a portion of his stock is not saleable. You can eliminate these losses by selling "Still's Handles." We are handle specialists, and for your protection we stamp our name on all handles.

Losses on discards are reduced to a minimum when you stock "Still's" line of pick, axe, sledge, hammer, cant hook and peavie handles.

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Electricians, Plumbers and Engineers
Attention!

"Monitor"

Coal Oil

Blow Lamp



British Manufacture

Here is a safe, efficient, coal-oil lamp. Supplied either with or without soldering iron attachment.

Made of polished brass. Gives a clean, hot flame and is not affected by wind or rain.

Supplied in three types: Inclined, Vertical and Horizontal. One or two-pint sizes.

If your jobber cannot supply, apply direct to agent of your territory

The Standard Meter Co. Limited
TORONTO, CANADA

Agents :

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

Ontario and East
A. G. &. A. L. Brown & Co.,
207 St. James Street
Montreal, Que.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short	$10 00	.....	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	14 00	.....	17 50
25 Short ..$23 50	.....	.....	.....
32 Short .. 23 50	.....	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt . 33 50	.....	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.....	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
351 Rem. Rim.....	.....	.....	144 50
35 Win.	.....	.....	190 00
35 Rem. Rim.....	.....	.....	159 50
351 Self Ldg.....	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen	18/16....$12 00
3/16.....$6 00	18/16....$12 00	
4..... 5 00	19 ..... 14 00	
5..... 5 00	20 ..... 14 00	
7..... 5 00	22 ..... 16 00	
6..... 5 00	21 ..... 16 00	
8..... 5 00	23 ..... 16 00	
9..... 6 00	24 ..... 18 00	
10..... 6 00	25 ..... 21 00	
12..... 7 00	27 ..... 24 00	
11..... 7 00	26 ..... 21 00	
13..... 8 25	28 ..... 24 00	
14..... 8 25	29 ..... 27 00	
15..... 9 50	30 ..... 27 00	
16..... 9 50	31 ..... 30 00	

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40	
Double Bit	17 00	
Broad Axes 52 00	57 00	

AXES, Bench

Single Bit 10 80	13 00
Double Bit	17 00
Broad Axes	56 00
No. 5	27 70
No. 6	30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in.. and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel. $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2. $2.25; No. 3, $3.00.

CHURNS

Power—No. 0. $7.50; No. 1, $7.50; No 2. $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0. $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No's, 8, 9, 10 per lb.	0 59

DRILLS

See Eastern List.

Bit stock discount	45%
Blacksmiths' ½ inch shank	50/10%
Straight shank 50/10%	
Taper shank .. ..50/10%.	
Uric gauge ... .50/10%.	

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount	60%
Nicholson Gen. Discount ..	85%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 8	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ...	8 75
Mounted on steel frames ..	7 75

to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in.. $1.51; 5 in.. $1.88; 6 in., $2.16; 8 in.. $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in.. $3.30; 10 in.. $5.85; 12 in.. $7.14; 14 in.. $8 30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in.. $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger $8.90; hand dri led, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw $1 15	
Boiled 1 18	

MACHINES—WASHING

	Each
Dowswell ... ...$ 9 55	
New Century	16 30
Canadian	10 85

MATOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt	$10 50	$11 00	
Empress	12 50	13 25	
Daisy 7 50	7 75	8 00	
K—3 blade .. 9 60	10 25	10 06	
C—4 blade .. 10 70	11 25	11 75	
BB—4 blade . 12 45	13 00	13 45	

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5	$6 25	$7 00	5 25
No. 6	4 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75



"Diamond A" Quebec Heater
(with taper pipe)

The Trade Mark
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of Quality

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The Largest
Wholesale Hardware Dealers
in Canada

"DIAMOND A"
QUEBEC HEATERS

Are well built, and great heat producers. Has sheet steel body, brick lined, triangular grates, large ash pit. In fact, it embodies all the latest improvements in this type of heater. A taper pipe, tapering to 6 inches, is included with each heater. You can strongly recommend this heater to your customers, confident that they will be fully satisfied.

Write to-day for our catalog of stoves and heaters with illustrations and descriptions.

The J. H. Ashdown Hardware Co., Limited

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JOSEPH RODGERS & SONS
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GRANTED 1682.

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OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

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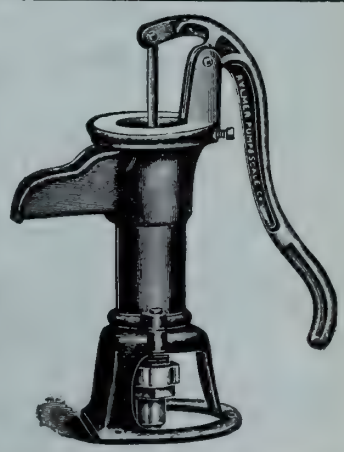
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Force, Lift, Cistern and Windmill Pumps.

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Write for catalogue.

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AYLMER, ONTARIO

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. .....$ 6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM
U. S. Navy, bale, 50 lbs. ..$10 00
Plumbers, bale 50 lbs. 4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	**0 39**
En-ar-co Motor Oil, med. and heavy	**1 10**
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor .	**1 10**
National Steam Cylinder .	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB.....	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium..	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color..	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White.....	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White.....	3 70
Sanitone "C.P." Colors.....	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1 .....$1 30	
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in. .....$	6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75 7 50

PLATES, CANADA
18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz. .....$	2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 165 x 2½ .....$ 2 15
No. 165 x 3 ..... 3 25

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY
100-lb. irons $6 00
25-lb. irons, per cwt. 6 25
1½ lb. tins 0 16

RIVETS AND BURRS
Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—
Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ½ in., 22½c.; ¾ in., and larger, 22c.
Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.
Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.
Lath yarn, 18½c.
Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS
Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.
Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper .....$	16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK	
10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each
Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT
Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL
Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box .....$	18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0 .....$	1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0 .....$	26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE
$1.95 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones .....$	0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal. ..$	3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—
Scotch grey graniteware.
Colonial, Imperial, Pearl, 30 and 2½% off.
Premier, Canada, Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50 per cent.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in. .....$	12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 79	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 6 in. .....$	11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S. .....$	6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—
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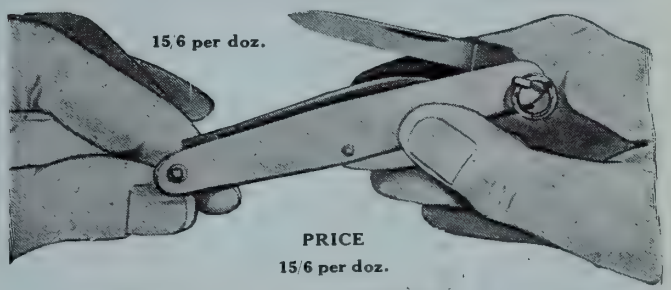
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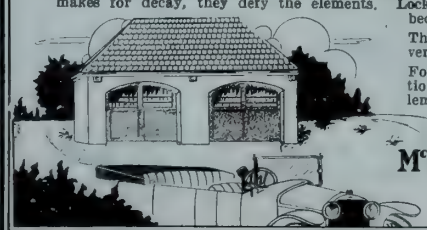
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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

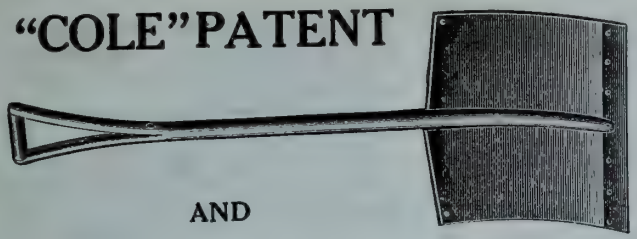
DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

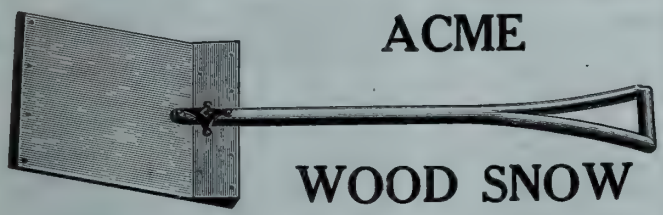
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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co. Ltd., Guelph, Ont.

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Our "Cole" Patent shovel has a broad, curved basswood blade with sides reinforced with iron plate, steel tips and wood or iron D grips. They are especially desirable for shoveling off sidewalks and light snow.

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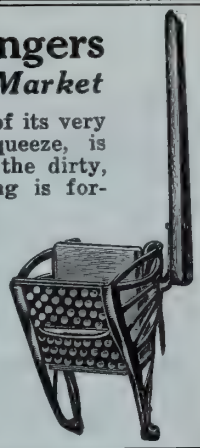
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Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.

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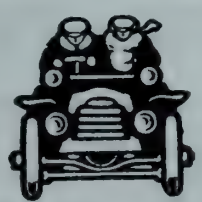
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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Que.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

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Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

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Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

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The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.

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The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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W. Walker & Son, Ltd., Toronto.

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New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
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G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
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FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

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Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

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Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

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Gutta Percha & Rubber, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Welland, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Reach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont

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Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

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Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings. Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

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Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininty Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal. Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Osnawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL.
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, GAME
Oneida Community Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L .S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Tool Works, Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Utica Drop Forge & Tool Co., Utica, N.Y.

TOYS
American Flyer Mfg., Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N. Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Ottawa, Ont.
Wheeler & Bain, Ltd., Toronto, Ont.

VISES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SPRNG
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
Beatty Bros., Limited, Fergus, Ont.
J. H. Connor & Son Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
Swan Mfg., Co., Winnipeg, Man.
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., td., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Nail Co., Ltd., St. John, N. B.
The Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE HAY
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada. Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Nail Co., Ltd., St. John, N.B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto. Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont

WIRE, COPPER & BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE:—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, O
Macdonald Wire Goods Co., Drummondville, Que

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N. J
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WROUGHT WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
J H. Williams & Co., Ltd., St. Catharines, Ont

WROUGHT COUPLINGS
Wrought Washer Mfg., Co., The Milwaukee, Wis

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
A. C. Leslie & Co., Ltd, Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—RETAIL HARDWARE SALESMAN, state experience, age, height, weight, married, religion, salary. Mills Hardware Co., Hamilton, Ont.

EXCLUSIVE TERRITORY OPEN FOR LIVE wire jobber or agent to handle well known line of soldering compounds. Box 148, Hardware and Metal, Toronto.

WANTED, FOR ONTARIO AND PROVINCE of Quebec, hardware salesman with good connection to sell on commission, the well known "Canada" Rotary Ash Sifter, liberal terms to the right party. J. Samuels & Son, 275 Queen St., West, Toronto, Ontario.

WANTED, AT ONCE, BRIGHT YOUNG MEN, single, with about four years' experience in the retail or wholesale hardware desirous of becoming travelling salesman with Western Wholesale Hardware House. Give references Box 200, Hardware and Metal, Toronto.

WANTED

WANTED, HARDWARE BUSINESS IN CENtral or western Ontario town or good village. Box 77, Hardware and Metal, Toronto.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN—Wants position as head clerk or manager. Married man. L. Perrett, Box 202, Vernon, B.C.

HARDWARE SALESMAN, TWENTY-FOUR, seven years' retail experience, desires position as clerk in retail hardware store. Apply Box 68, Hardware and Metal, Toronto.

HARDWARE MAN—TWENTY YEARS' EXperience as manager, salesman or stockkeeper, or would consider position on road. Box 20, Hardware and Metal, Toronto.

EXPERIENCED HARDWARE MAN SEEKS position—Middle aged, able to take charge. Toronto or vicinity. Box 8, Hardware & Metal, Toronto.

HARDWARE CLERK—26; TEN YEARS' THORough experience, capable of taking charge. Best of references; now employed. Box No. 181, Hardware and Metal, Toronto.

A BRIGHT, AGGRESSIVE HARDWAREMAN IS desirous of joining an organization where there is an opportunity for advancement. Box 132, Hardware and Metal, Toronto.

SITUATIONS WANTED

A CLEAN CUT HARDWARE SALESMAN—with excellent experience in general shelf and heavy hardware, auto accessories and window displays, good business training, capable of taking complete charge, is desirous of making a change. Box 227, Hardware and Metal, Toronto.

FOR SALE

HARDWARE STOCK AND TINSMITH'S tools, located on the provincial highway. Twelve miles from Kingston. Good reasons for selling. Box 710, Hardware and Metal, Toronto.

HARDWARE STOCK, ABOUT SIX THOUSand, located in Northern Alberta. Mixed farming district. Store building, with living rooms above, must be sold with stock. Good well established business, no opposition. Will stand investigation. Ill health of family reason for selling. H. Barnstable, Box 8, Edberg, Alberta.

I HAVE THE FOLLOWING TINSMITH TOOLS which I will sell at a discount of forty per cent. on to-day's prices. Tools all in good shape. 1 only 30″ sheet iron folder, 1 only 36″ sheet iron folder, 1 only 30″ stove pipe former, 1 only elbow chart and rule. 1 set Oster pipe stocks and dies from ¼″ to 1″. Will sell on terms to responsible party. Park Hardware, Avonlea, Sask.

HARDWARE & METAL'S

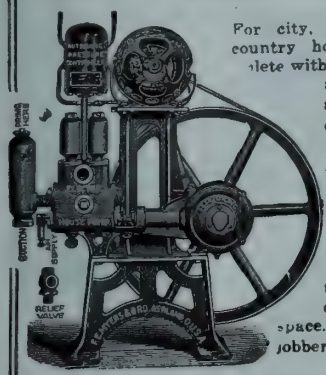
unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands ..... 20c per doz. 90c per 100
Three spiral colored bands ..... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

ELECTRO-CASTINGS LIMITED
Collingwood, Ontario

Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

Distributors to the trade in Ontario : WHITES LIMITED, Collingwood

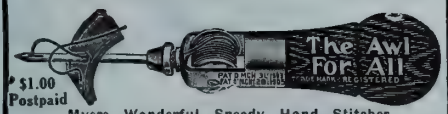
Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario : WHITES LIMITED, Collingwood

HOLLOW CABLE
CLOTHES LINE WIRE

Western Wire & Nail Co.
London, Ontario



$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY
26 Woodlawn Ave. Chicago, Ill., U.S.A.



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered

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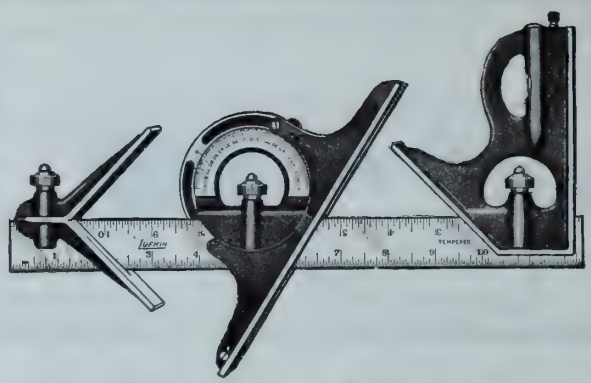
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LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE

LUFKIN

MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Exactly What He Wants!

The Correct Grade of Gargoyle Mobiloil

When the red Gargoyle sign and your attractive window display has induced the motorist to stop for oil, are you able to give him exactly what he wants and needs every time?

If you do, he will become a regular customer and stop frequently--not only for Gargoyle Mobiloil but for other hardware supplies.—And car owners are the best customers of many hardware merchants. A large automobile trade is nearly always an indication of good business and good profits.

Every car owner can be given exactly the oil he needs to lubricate his car in the most efficient and economical way, if you sell the five grades of Gargoyle Mobiloil. One of these five grades will correctly lubricate every type of automobile, truck and motor cycle.

You will receive frequent calls for each of the five grades and you can stock the complete Gargoyle Mobiloil line with the assurance that every item will bring you a quick turn over and that you will have no dead stock on your hands.

Be careful to give each of your customers the grade shown by our Chart of Recommendations. It is easy to do this if you hang up the chart in plain sight, where it is handy to get at.

The Chart of Recommendations prominently displayed will be a constant reminder that your store is lubricating headquarters. The Chart is recognized as an authoritative guide to correct lubrication.

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil.

Guess Work Must Go!



The old way—



and the new

The successful Hardware Dealer is the man who has wakened up to the fact that his profits come in the last ounce of the pound. He knows if he loses that, he is working for nothing.

The old-fashioned scale with its murderous "down weights" is like the unseen leak in the ship which if not stopped will sink it sure as fate. Hardware dealers cannot afford to give away fractions of ounces of nails, paint, putty, colours, rope, dyes, glue, etc., and you won't need to if you use the

INTERNATIONAL DAYTON Hardware Scale

This scale was built specially for the hardware trade. It provides both a rack for bulky goods or a scoop for small goods and shows you at a glance not only the correct weight to the fraction of an ounce, but the correct price, to the fraction of a cent—all ready figured out for you.

It's special "count-by-weight" device is invaluable at stock-taking time.

Let us send you a complete descriptive folder on the Dayton Hardware Scale. We sell this scale on easy payments without interest. Discount for cash.

INTERNATIONAL BUSINESS MACHINES CO., Ltd.

FRANK E. MUTTON, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Avenue, Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 39 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA September 30, 1922



Pullino Paint and Varnish off Your Shelves

A united industry is behind this big idea of developing Fall Painting and more Barn Painting.

It is to everyone's advantage.

Here are four of the action-breeding "Save the Surface" advertisements that will appear all over Canada this Fall. They are designed to pull Paint and Varnish off your shelves during the next months.

If all concerned get behind this big idea through the use of window displays, local advertisements, circulars and personal salesmanship, we will end up the drive to make 1922 the greatest paint and varnish year in a blaze of glory.

With banner crops money will be plentiful.

All together now for a big finish.

DON'T YOU PUT IT OFF — PUT ON A FALL PAINT CAMPAIGN

SAVE THE SURFACE CAMPAIGN

43 St. Sacrement Street, Montreal

83



Selling Like Hot Cakes!

This will introduce to the Hardware trade our new SMP Hot Blast Electric Heater, which we are fortunately able to present at a time when a real, urgent need exists. They sell to the public at $5.00 in Eastern Canada. This low price, the efficiency and obvious splendid value of the heater has resulted in remarkably quick sales. They are selling "like hot cakes" and we are being taxed to our utmost to supply the heavy demand.

SMP *HOT BLAST* ELECTRIC HEATERS

This heater radiates the heat in all directions. It needs no extra wiring and is equipped with a heating element which we guarantee for a year. It cannot short circuit and has been fully approved by the Ontario Hydro Electric Power Commission (Approval No. 816).

They are light in weight, 12 inches high, and 8½ inches in diameter. The handle is always cool to the touch. They can be carried from room to room and connected by attached cord to any electric socket or plug. Each heater is equipped with 8 feet of electric cord.

Electric Heaters give quicker and more healthful results when there is moisture in the air. SMP Hot Blast Electric Heaters have a grill on the top where a kettle of water can always be kept boiling.

SMP Hot Blast Electric Heaters are selling very fast. We are convinced that immense numbers of them will be sold this Fall and Winter. Get your order in at once and so make sure of obtaining your supply.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Crisp, Cold Mornings
Bring Calls for these Seasonable Lines

Brass or Bronze
Weather Strip

Now is the time to display Weather Strip; chilly mornings make customers realize the early approach of winter and warn them to prepare. We stock the leading lines in Weather Strip and can ship promptly from stock. Herewith is shown the "Best," made of special metal and so constructed that it retains its spring indefinitely. It is made in 1 inch and 1¼ inch and 1½ inch widths.



Electric Heaters

Due to coal shortage Portable Electric Heaters will be sold as never before during the next few months. Aggressive merchants who go after this business, will find it very profitable. We stock all sizes and types of Electric Heaters and Electric Grates.



Majestic No. 7.

Ash Sifters

Daisy Banner Wood Sides and Ends

You may be quite sure that every last, least little bit of coal will be carefully hoarded this winter and that the ash sifter will be the hardest worked article around the house. This means business for you. Samuels' Ash Sifter is so easy to operate that a child can do it—and it is practically dustless.

Auto Tire Chains

Weed and Rid-O-Skid Tire Chains, cross pieces, hooks and missing links for repair. Are you prepared to handle the fall business in these accessories?



The Man Who Buys Paint Needs a Paint Brush

Many wide awake hardware men make it a point to suggest the purchase of a brush to every customer who buys paint—they find it pays.

Our stock of brushes is complete at all times.



Rice Lewis & Son, Limited

Victoria St. - - Toronto

Ask the "Rice Lewis Man" or Write Direct



This is the
"Neglected Inch"
—the inch between the furniture and the floor

Your Jobber Can Give You or Get You
Bassick Casters

THE progressive dealer who has actually sold casters, not just matched a broken caster or filled out an odd set, has made Bassick Casters a fast-moving article to handle.

There are plenty of these dealers in the country and they have been making real money out of an item which hitherto was practically nailed to the shelf.

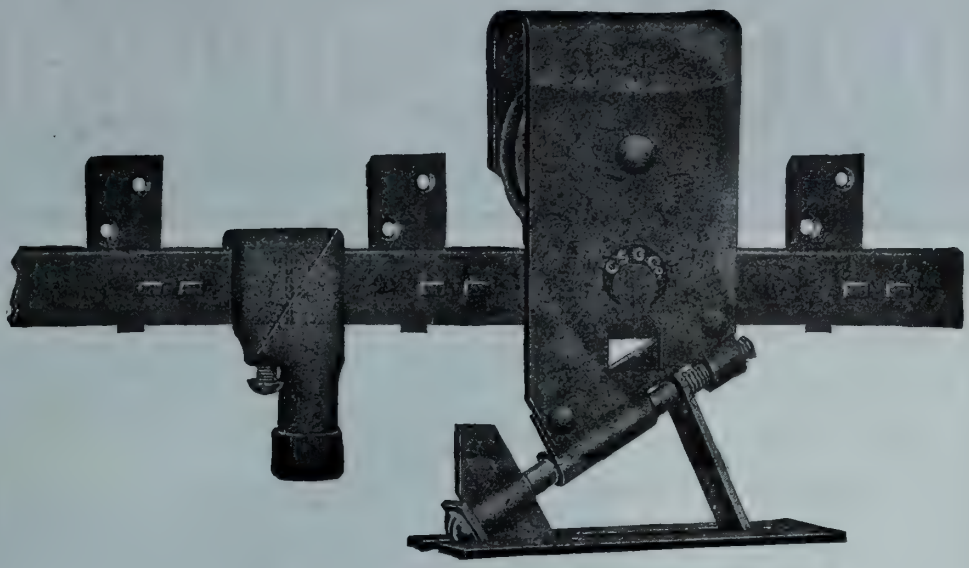
You can do the same. The next time your jobber's salesman calls, ask him to send you a line of Bassick Casters, which will meet all the requirements of any home.

These casters are properly packaged and popularly priced. They will prove a constant pleasure to your customers by eliminating the aggravations of the usually "neglected inch" shown in the illustration.

Bassick Casters

Canadian Sales Agent:
J. A. RAMSAY, 350 Adelaide St. West, Toronto, Ont.
THE BASSICK COMPANY, BRIDGEPORT, CONN.
For thirty years the leading makers of high grade casters for the home, office, hospital, warehouse, and factory.

If interested tear out this page and place with letters to be answered



The "Superior" Parlor Door Hanger

Silence!

Day in, day out, for year on year, people move about the quiet house, casually opening and closing the sliding doors—casually, unthinkingly.

Noiselessly, smoothly the heavy doors slip backward and forward at the merest touch; no grating or jarring; no need for pulling and tugging.

For, out of sight and unnoticed, the "Superior" Parlor Door Hanger is functioning with smooth efficiency.

The Superior is fitted with fibre wheels operating on case hardened roller bearings. The bumpers are bound with rubber of extra heavy thickness and the adjustment screw—the simplest adjustment principle known—never fails to operate.

You can sell this hanger to every prospect who comes to your store.

Packed complete with track, screw, stops and guides.

Write to-day for catalogue and prices.

Canada Steel Goods Company Limited

Hamilton - - Canada

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

If Better Hammers could be made they would be produced in Brockville, Ontario, by the Smart people under the brand of the Diamond G.

JAMES SMART PLANT
BROCKVILLE

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered

WOSTENHOLM'S

I-XL CASE CARVERS I-XL

Makers of High-grade Cutlery since 1694



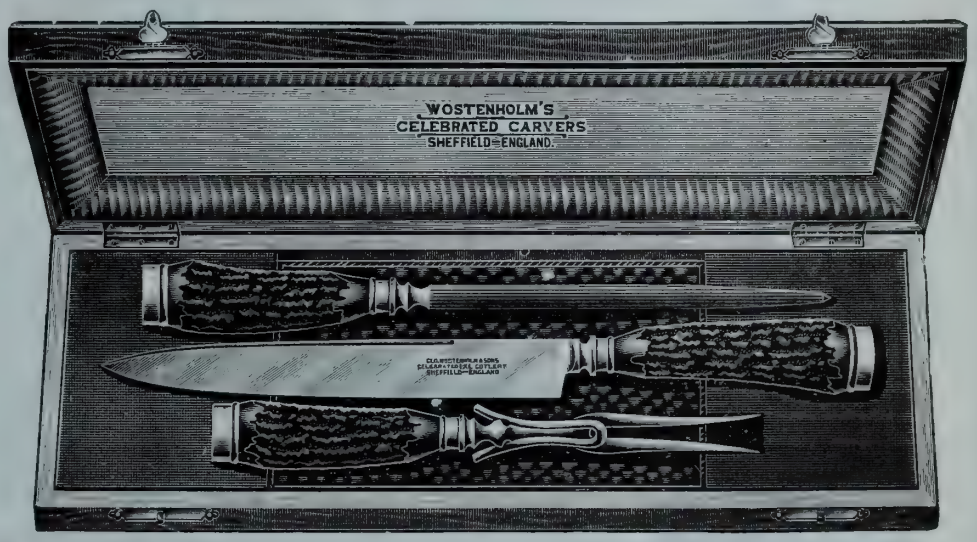
3766 x

The Greatest Range for Selection, Finest Quality, and Finish. Also made in stainless steel.

Display Them to Sell Them

Wostenholm case carvers are offered in attractive plush lined, hinged cover cases. In the extensive Wostenholm line you have the widest variety of patterns, and you need only display your stock prominently to increase your sales.

I-XL Cutlery is made in Sheffield from only the very finest English Steel.



3377½ x 3

Complete assortment stocked by all Leading Jobbers

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MacFarlane & Company, Limited, Canadian Representatives, Montreal

Assortment of Popular Patterns—Pockets, Razors, Stainless Steel Table Cutlery and Butcher Knives carried in stock at Montreal

If interested tear out this page and place with letters to be answered



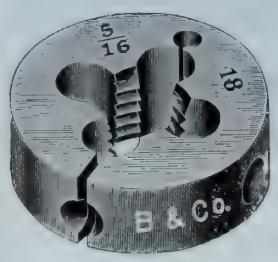
Butterfield Tools

For better Workmen and better Work

Butterfield Tools permit a mechanic to do his best work. The skill that goes to their making—their accuracy—their reliability—all combine to produce a perfect article.

Wherever good tools are known the name Butterfield stands in the fore front; this reputation makes Butterfield Tools easy to sell. A good display on your counter or in your window will prove profitable.

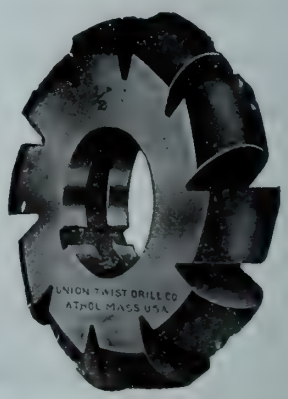
Butterfield & Co.,
Division
Union Twist Drill Co.
Rock Island - Quebec



Stores: 220 King St. West, Toronto; 131 St. Paul St. West, Montreal.

Agents: **D. Philip,** 138 Portage Ave., Winnipeg; **Gorman's, Limited,** Dominion Building, Vancouver, B.C.

FOREIGN REPRESENTATIVES:—Great Britain, **Geo. H. Alexander,** 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, **Fen-"ck Frcres,** 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, **Ab. Sigfr. Anderson & Co.,** Malmo; Spain, **Casamitjana Hermanos,** Barcelona; Japan, **Abe-Kobei & Co.,** Yokohama; Greece, **Stephen C. Stephanson,** 11 Lycourgan St., Athens; Netherlands, **Wynmalen & Hausman,** Rotterdam; Australia, **H. R. Richardson.** 82 Pitt St., Vickery's Chambers, Sydney; South America, **Chas. Dreyfus,** B. Mitre, 785 Buenos Aires, R. A.



BUTTERFIELD

If interested tear out this page and place with letters to be answered



Tell your customers to try "Turnover" toast made on a—

Westinghouse Turnover Toaster

Because the toast it makes is a real revelation of what good toast can be.

As its name implies, the toast is turned on this toaster by simply turning an insulated knob, there is no chance of burning the fingers. It is attractive, efficient and economical, but the best and biggest thing about it is that it makes good toast.

Canadian Westinghouse Company, Limited

HAMILTON - ONTARIO

TORONTO—Bank of Hamilton Building.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Building.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Nova Scotia Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave., E.
EDMONTON—211 McLeod Bldg.

REPAIR SHOPS:

MONTREAL—113 Dagenais St.
WINNIPEG—158 Portage Ave., E.
CALGARY—316 3rd Ave. E.
VANCOUVER—1090 Mainland St.
TORONTO—366 Adelaide W.

If interested tear out this page and place with letters to be answered.

LION BRAND CORDAGE

Established 1825



There is a Lion Brand Agent Near Your Town

All the way across the continent from Halifax to Vancouver, are dotted Lion Brand Cordage Agencies.

No matter where you do business in Canada, supplies of Lion Brand goods can be had promptly, without delay.

Lion Brand Cordage is made for every purpose. Your customers who know quality cordage will ask for it by name.

To those who ask merely for so many feet of rope, recommend Lion Brand; over ninety years of knowing how is your customers' guarantee of satisfaction—and yours.

Order from your jobber or direct from nearest agent.

Consumers Cordage Company, Limited

Factories MONTREAL and HALIFAX

TORONTO OFFICE : 204 KING ST. EAST

Agents and Stocks at St. John, N.B., TEES & PERSSE, LTD., Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William. JAMES BISSET & CO., Quebec. MACGOWAN & CO., Vancouver.

If interested tear out this page and place with letters to be answered

HAY WIRE

Cut to Lengths

AND

In Coils

BALE TIES

Single Loop

We Carry

LARGE STOCKS

AND

GUARANTEE

Prompt Shipment

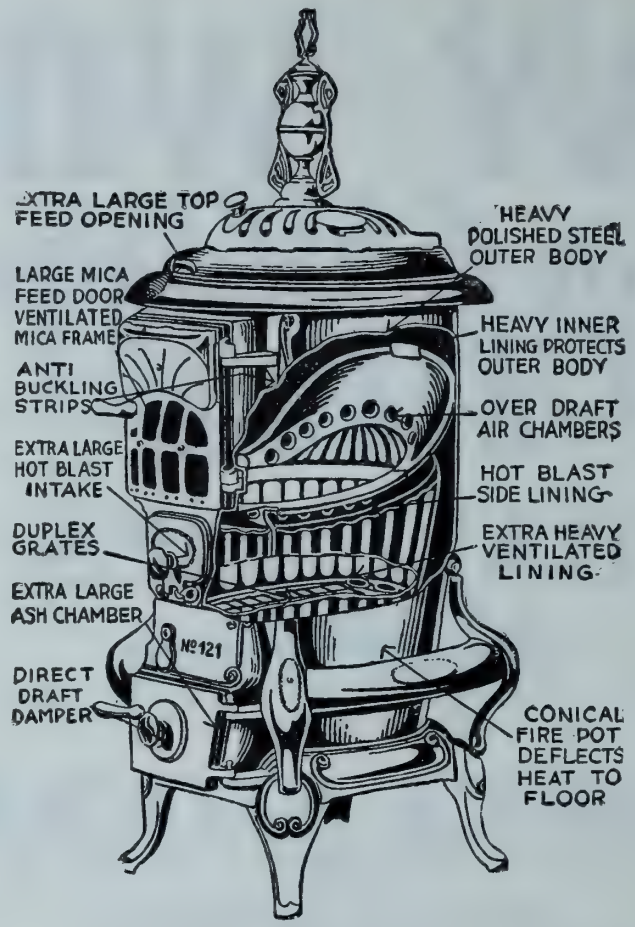
THE STEEL COMPANY OF CANADA LIMITED

General Offices

Hamilton and Montreal

Sales Offices

Hamilton, Montreal, Toronto, Winnipeg, Vancouver



If Opportunity Comes But Once—

THIS IS YOURS

Display, talk, demonstrate, sell Soft Coal Heaters for the demand that is sure. Never before, we firmly believe, has such an opportunity presented itself for you to use your selling abilities, and by featuring

McClary's

So-Hot Heater

guarantee positive satisfaction to your customers. Conditions are unique, but winter winds and winter weather will come as everyone knows. If you are not worrying over it, there's a considerable number of your customers who are.

Besides

McClary's

So-Hot Air Blast Heater

there is the

VERY HOT BLAST and TORTOISE.

Three Heaters that are really soft coal burners. Give them prominence in your local advertising—back it up with a good display. We can make prompt shipment.

McClary's

LONDON HAMILTON TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER SASKATOON EDMONTON

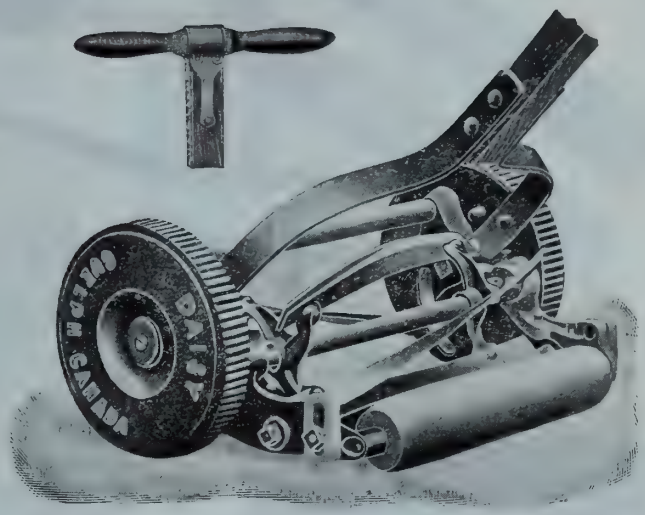
If interested tear out this page and place with letters to be answered

BOOK YOUR ORDERS EARLY

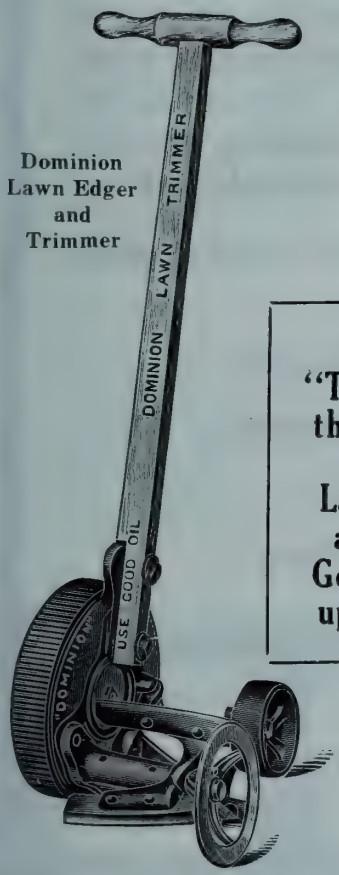
FOR

"T.F." MOWERS

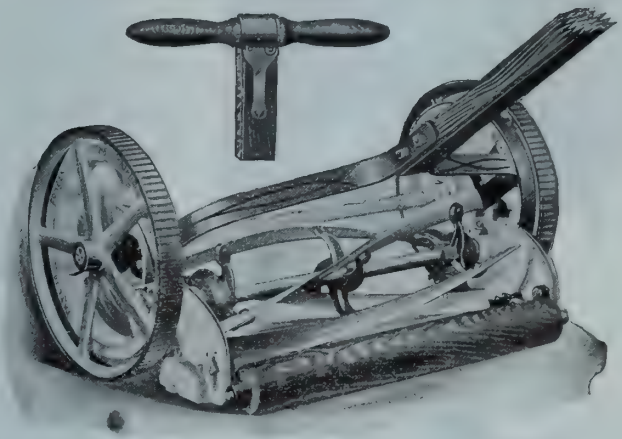
1923 stocks are being quickly assembled in anticipation of the usual brisk demand for Taylor-Forbes Quality Mower. Prices have now been distributed and we strongly advise spring bookings with your jobber **now.**



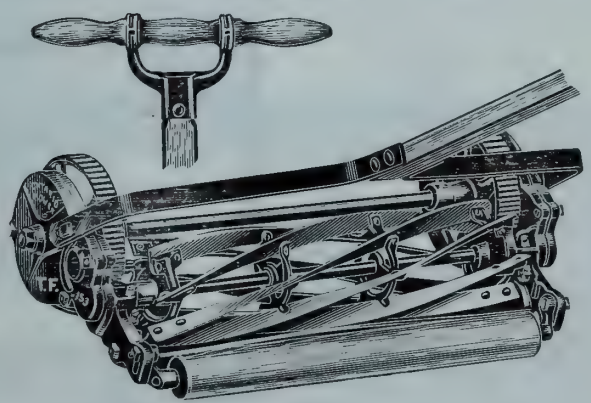
The "Daisy"



Dominion Lawn Edger and Trimmer



The "Empress"



The "Ontario"—Built For Bowling Greens

Insist on "T.F." Mowers through your jobber Lawn Mower and Spring Goods Catalog upon request.

MANUFACTURED BY

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works

GUELPH, ONTARIO

TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

If interested tear out this page and place with letters to be answered



Clotheslines that wont split Clothespins

That's what every woman wants.

Plymouth Manila Clotheslines, 6-thread fine, are just the right size to fit the pins properly, yet strong enough to hold the heaviest wash without danger of breaking. Put up in 50-foot hanks, four connected making possible lines of 50, 100, 150 or 200 feet in length.

Each dozen hanks in attractive display package. Six packages in carton.

An attractive package, easy to sell.

A quality rope, made by Plymouth.

A very good profit to dealers.

An exceptional sales proposition.





Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

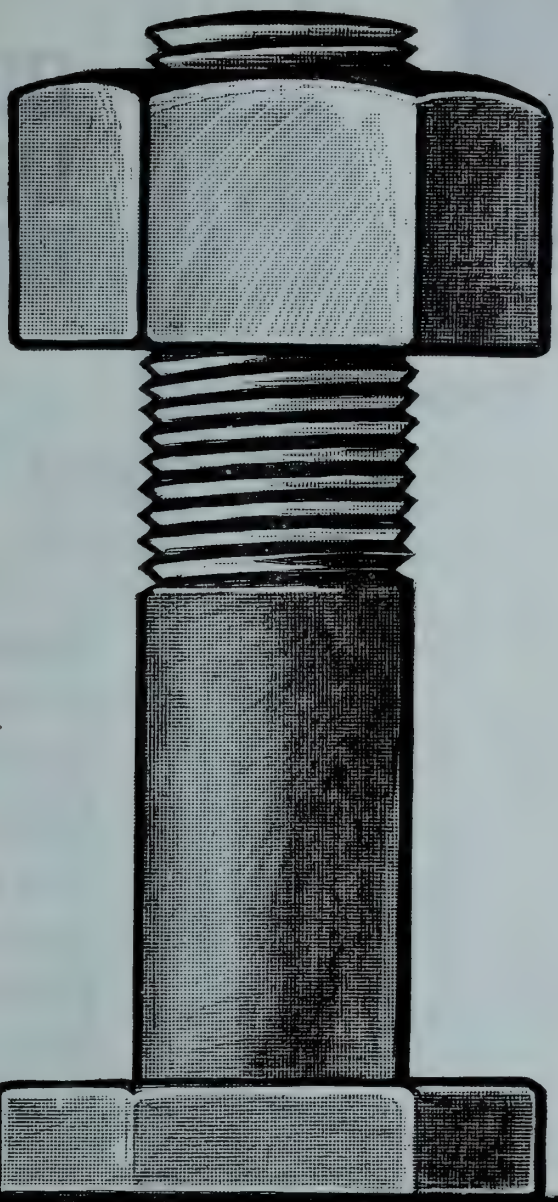
TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH TRADE MARK 1824

5-75

PLYMOUTH *The Rope You Can Trust*

If interested tear out this page and place with letters to be answered



BOLTS

Rivets · Nuts · Washers - All sizes · All shapes

NOVA SCOTIA STEEL & COAL COMPANY, LIMITED
A Unit of the
British Empire STEEL
Corporation Limited
Canada Cement Building
MONTREAL

From ore to finished product · All within the Empire

If interested tear out this page and place with letters to be answered



A Way to Sell More Starrett Ratchet Wrenches

You'll sell more Starrett Patent Ratchet Wrench sets if you play up its advantages to your garage and service station trade. Every auto-mechanic would like to own this tool but he's got to be shown that he's going to get his money's worth out of his investment.

We are showing him through the advertising in the magazines he reads—**you** can complete the sale by demonstrating the set itself to him.

You won't have to show him how useful the Starrett Ratchet Wrench will be to him—he can see its advantages at a glance. Show him the quality—the Starrett quality of every socket, handle and part of the 37 tools that make up this set. Show him the advantage of having a set that he can "treat rough" and yet be certain that it will be on the job for years to come. Show him that when he considers the actual service he will get from this tool—this Starrett Ratchet Wrench is the cheapest set he can get **at any price.**

Put a little extra effort on the auto-mechanic—he is your best customer for this tool.

Write for Catalog No. 22 M. A. and the Supplement describing the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Starrett Tools

42 437

Black Diamond Files

for service

Nowadays a product is measured with the yardstick of service. Black Diamond Files give service plus—a fact that experienced file users discovered long ago. Sharp cutting and keen tempered.

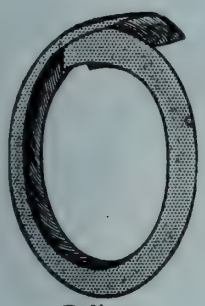
TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered

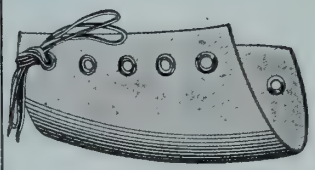
AUTOMOTIVE GP BRAND EQUIPMENT



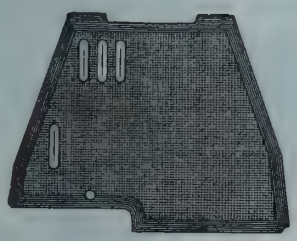
Reliners

The Famous Line of "Gutta Percha" Products

RUNNING BOARD MATS
RADIATOR HOSE
RUBBER HEADED MALLETS
BLOWOUT PATCHES
SEALTITE PATCHES
FLOOR MATS
GASOLINE HOSE
PEDAL RUBBERS AND WINDPROOF MATS FOR FORD CARS IN MODELS FOR SEDAN, TOURING AND COUPE BODIES



Lace-on Boots



Windproof Mats for Fords

Your Customers Will Be Interested in Your Window Displays of These

"Quality All Through"



Sealtite Patches

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

For Fall Business

Brown, Boggs Tools

With the approach of cool weather the tinsmith trade takes a jump. You will need stove pipe folders, crimpers and forming rolls to properly handle that business.

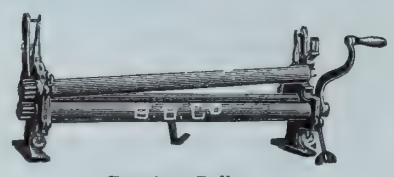
Brown Boggs Tinsmithing Machinery and Sheet Metal Workers' Tools are Canadian Leaders.

Write for New Price List

The Brown, Boggs Company, Limited
HAMILTON, ONTARIO

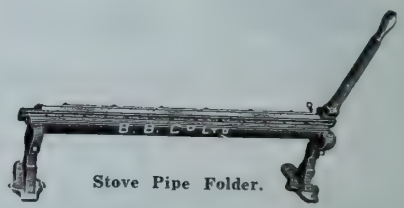
Toronto Representative:
A. B. WALKER, Holbrook Bldg.

Winnipeg Representative:
BISSETT & WEBB, LTD.



Forming Rolls.

B B Co Ltd.



Stove Pipe Folder.

Valves That Stand Abuse As Well as Use

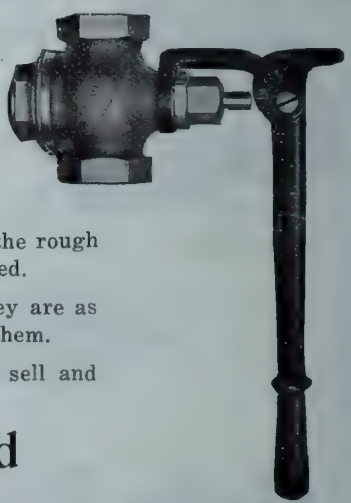


Fig. 720.
JENKINS RAPID ACTION VALVE.



Fig. 106
JENKINS BRASS GLOBE VALVE
Standard Pattern

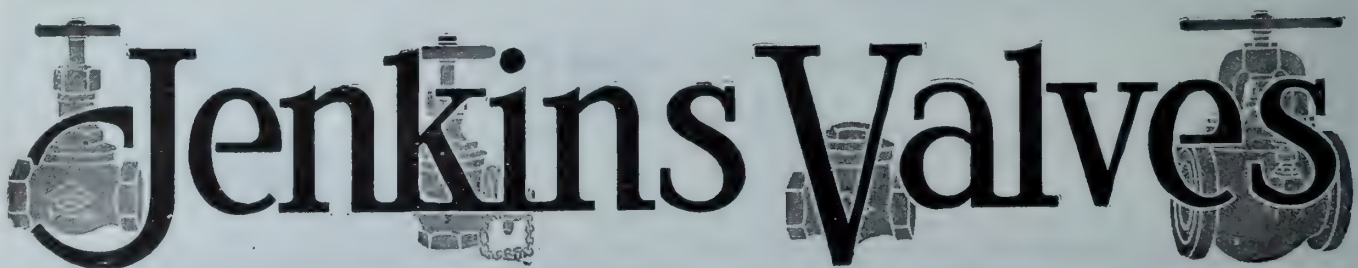
Genuine Jenkins Valves are constructed in every part to stand the rough usage and careless handling to which valves are often subjected.

Made of the very best material in brass, iron or cast steel, they are as dependable and trouble-free as skill and experience can make them.

You cannot stock a better line of valves than Jenkins. They sell and satisfy.

JENKINS BROS., Limited

103 St. Remi St., Montreal
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH: 6 Great Queen St., Kingsway, London, W.C. 2, England



Jenkins Valves

If interested tear out this page and place with letters to be answered



What a Money-maker for Dealers No. 4 has been

And no wonder! Only the cream of the entire Klein Plier line—a line that for 65 years has surpassed in quality—properly priced—backed with live advertising matter—goes into No. 4.

You can buy the No. 4 display board mounted with the six quickest selling patterns of Klein Pliers—the same board that has made the big No. 4 assortment a success—at $11.82 (F.O.B. Chicago) through your jobber, usual resale price $16.30 (F.O.B. Chicago).

Or, better yet, buy the complete No. 4 assortment, which includes a two-color No. 4 display board with 6 pliers already mounted, a stock of one dozen pliers, enamel blue steel sign, bronzite and two-color counter and wall displays—decalcomania transfers—window displays and counter booklets.

Only $35.00 (F.O.B. Chicago) through your jobber, usual resale price being $49.90 (F.O.B. Chicago).

Dealers have been making these two propositions a success for nearly a year!

Get YOUR No. 4. from your jobber today!

The quality in Klein pliers did not just happen. Many are the old employees that for years have been safeguarding in the forging, tempering and inspecting departments, the prestige of the name "Klein." Mr. F. Baumann is one of the old-timers. A few weeks ago he rounded out his *first 50 years with Klein!*



Mathias Established 1857 **KLEIN** & Sons Chicago Ill USA

If interested tear out this page and place with letters to be answered

GOODELL-PRATT

1500 GOOD TOOLS



GLASS CUTTERS

With wheels that cut like diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass. **U. S. A.**

Order by Name Sell by Name

When a name means easy sales and quick turnover, that name is no less valuable to the dealer than to the manufacturer.

During fifty years the names of these five brands have come to mean Standard Quality in files.

Cash in on that, Mr. Dealer! Stock one of these standard brands and build up a big file trade.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

PORT HOPE ONTARIO

If interested tear out this page and place with letters to be answered



Display Decorative Wall Burlaps in Your Paint Department

EVERY hardware merchant should carry Dominion Decorative Wall Burlaps. No "Save the Surface" Department is complete without this line.

Every Hardware Merchant knows that Fall is a good selling season for Burlaps. Fall cleaning and new building make it so, and those who go after this business are rewarded with good profit.

Dominion Decorative Wall Burlaps Are Always Popular

Order half a dozen rolls now and display them with your regular paint specialties. Get in touch with your local painter and local builder and interest them in the many advantages of Burlaps; it will pay you well.

Rolls 30 and 60 yards long; widths 30, 36, 45, 54, 72 and 90 inches; shades, oil-coated drab, green and white. An assortment calls for only a limited investment.

Write for attractive counter cards which will help your sales of Burlaps. Send for your sign now.

Dominion Oilcloth & Linoleum Co. Ltd.

MONTREAL

If interested tear out this page and place with letters to be answered

London Mills

Manchester Mills

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N.1.

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London,
Codes ABC. 5th and Bentleys

ANOTHER REDUCTION IN PRICES

AUSTIN'S



ANCHOR SASH
AND
BLIND LINES



PROPELLER SOLID BRAIDED COTTON SASH LINE AMERICAN SIZE Nº 8



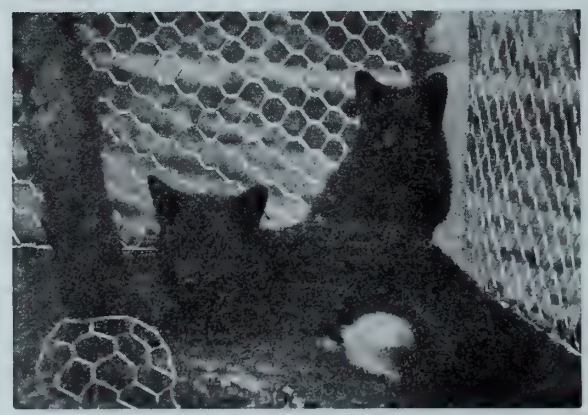
PROPELLER PROOFED SOLID BRAIDED COTTON SASH LINE, AMERICAN SIZE Nº 9



AJAX WATERPROOF TROLLEY CORD AMERICAN SIZE Nº 10

B.P. BRAND WIRE NETTING

Black Fox Netting a Speciality



IF you wish for thoroughly reliable galvanised wire netting, be sure to specify "B.P. Brand." It is best for all purposes and quality is guaranteed. Known and used throughout the world.

B.P. Brand is British Manufacture. Prompt execution of orders a feature. Enquiries invited.

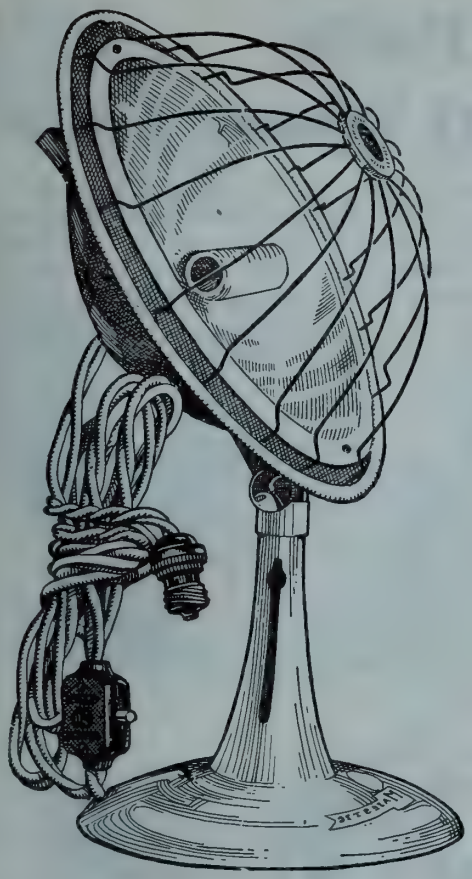
Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A B.C. (5th Edn.), Bentley's, Marconi, and 2nd Private.

If interested tear out this page and place with letters to be answered



Cash In on the Coal Shortage!

Keep that Majestic Window for another week! It is your best Majestic Heater salesman—and will do a great deal toward helping you to cash in on the coal shortage. And if by any chance you did **not** have a Majestic window display during Majestic Week, it will pay you to put in a real, live window at once.

Thousands of folks realize the need for supplanting the use of coal wherever and whenever possible this winter, and sales prove that the Majestic Electric Heater is the popular substitute these cool fall evenings.

An attractive window display will serve to remind your customers to buy their Majestics early and get the good of them. Be alive to this extraordinary opportunity the coal shortage is placing at your door. Keep your Majestic Heaters moving. They should be your fastest moving stock just at present. And they will be if you keep them well displayed.

So it behooves you to get busy on that window display without any delay, if you want to really make the most of your opportunity to cash in on the coal shortage.

Majestic Electric Heaters

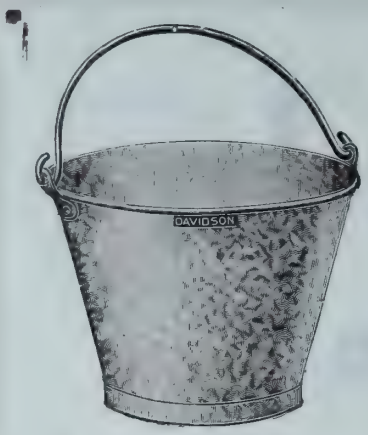
Renfrew Electric Products, Limited

Makers of Majestic Sun Electric Heaters and Grates. Also "Canadian Beauty" Electric Appliances —irons, toasters, grills, percolators, etc.

General Sales Office :
29 Richmond Street W., Toronto

Factories :
Renfrew, Ontario

If interested tear out this page and place with letters to be answered



Galvanized Pails and Wash Tubs

We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures the superiority and durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.
The Davidson trade mark denotes quality.



The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal **Established 1860**

Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

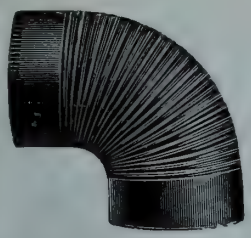
THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

If interested tear out this page and place with letters to be answered



WRICO

FALL LINES
Now Ready





E. T. WRIGHT CO. LTD.
Hamilton Canada



Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TRADE FRAIM MARK

A Padlock of Cast Bronze



No. 848, Actual Size

Here is one of the long line of Cast Bronze Padlocks for which Fraim has been noted for these many years. Made of Bronze and Brass throughout, it is especially suitable for use where dampness or moisture demands a lock that **will not rust.**

The case and shackle are of heavy cast bronze. The shackle is securely locked at heel and toe and cannot be "rapped" open. No. 848 comes with two flat steel keys and No. 0848 with two malleable iron barrel keys.

The Price is Right—It Can Be Retailed for One Dollar

Send for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

The E. T. Fraim Lock Co.
Lancaster, Penna., U.S.A.

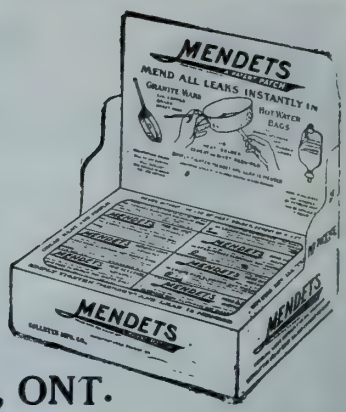
Canadian Pepresentatives :
GORDON I. COHOON, 11 St. Sacrament St., Montreal
A. E. HANNA, 218 Portage Avenue, Winnipeg



Does Your Granite Dish or Hot Water Bag Leak ?

USE MENDETS

A PATENT PATCH



You Don't Have to Sell MENDETS They Sell Themselves

When we say that Mendets will sell themselves we mean that a window or counter display is all that is necessary to create sales. Housewives everywhere know all about Mendets, a reminder that their supply is exhausted brings immediate business.
If your supply is exhausted write your jobber—he has them.

THE COLLETTE MFG. COMPANY, COLLINGWOOD, ONT.

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) Original Globe (zinc) (*heavy back*)
Diamond King (glass) Western King (enamel)
Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

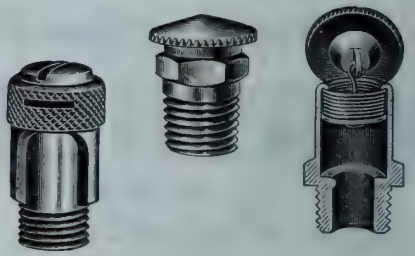


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"Oil Cup"


"Ratchet"




"M"

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The CANADIAN WINKLEY CO., Ltd.
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PINK'S LUMBERING TOOLS

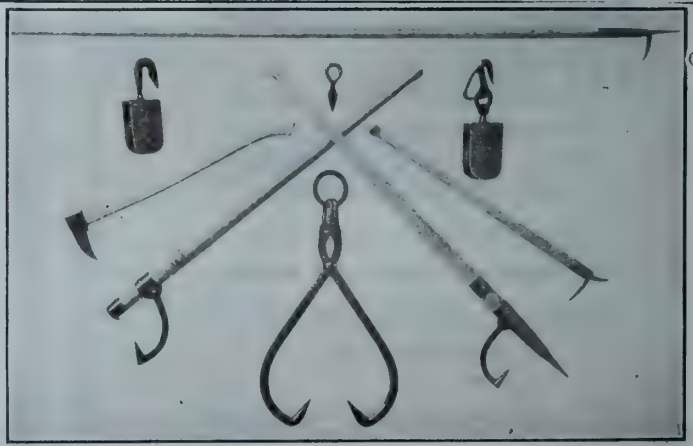
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We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools
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Messrs. Bacon & Co. Ltd., 131 St. Paul St. West, Montreal



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Cut down your Losses and Depreciation on your stock by always buying

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name is stamped on each handle for your protection.

Here is the list, order from your jobber.

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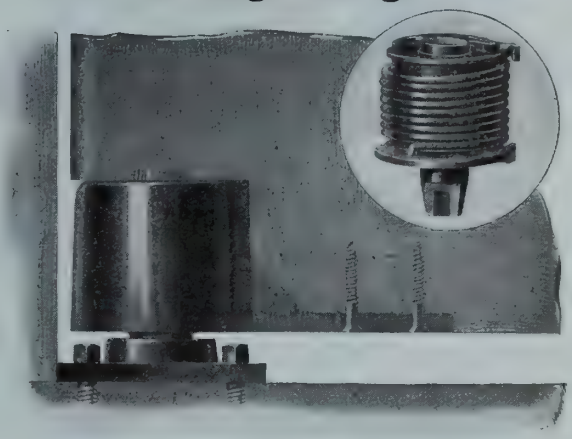
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THE LAWSON MATCHLESS FLOOR SPRING HINGE No. 1700, is built for the hardest kind of service. Handles factory doors up to 2¼ inches thickness with ease and with certainty of long service. May be adjusted at three 90° positions. Sturdy—dependable—economical.

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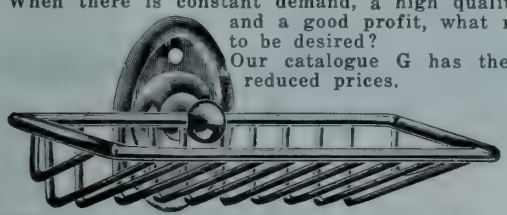
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Bathroom Fittings and Hardware Specialties

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You can stake your last dollar on the **quality** of the Gendron line.
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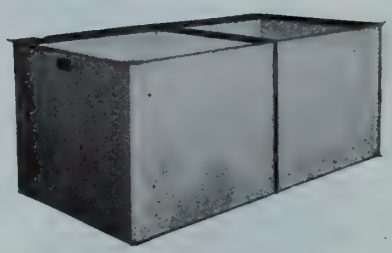


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Duchess Street - Toronto

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TANKS

We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.



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Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting—finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 40 barrels.

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Automotive Wrenches and Accessories

We can help you in handling auto accessories. Every hardware merchant purchasing our stock orders "G" and "H" will receive Display Boards, "G" and "H," which show SOCKET AND FLAT WRENCHES in various styles.

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Our Sockets cannot loosen on the stem.

Made by new patented process.

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Pocket and Pen Knives,

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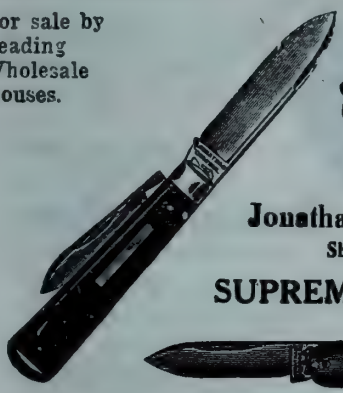
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Sample for Test
Upon Request

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LOUIS J. ZIESEL COMPANY, 216 MARKET ST., SAN FRANCISCO, CAL.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

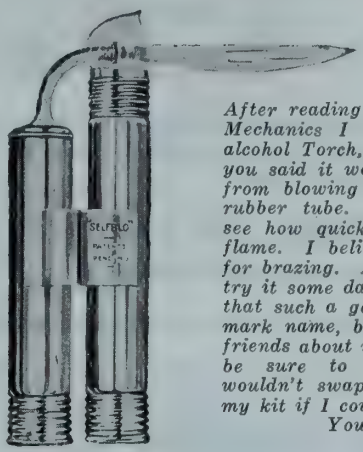
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Retails for $2.00
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Read What He Says:

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There's a reason for what Bob says. Order six SELFBLOS from your jobber. They come packed in a handsome three-color counter display container, or write us direct for literature and prices. Order by trademark name SELFBLO. Our guarantee is your protection.

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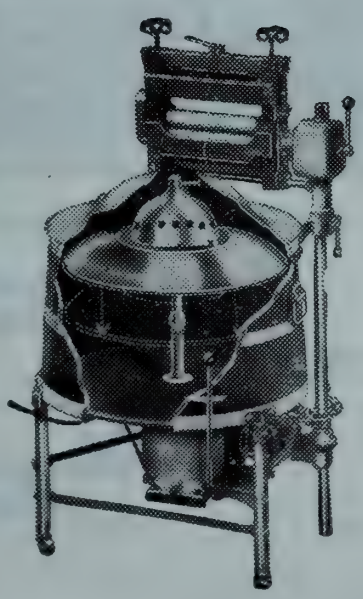
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All our material is carefully selected by experts who have spent the greater part of their lives at this work. That is one reason why Consumers are unanimous.

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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

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WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

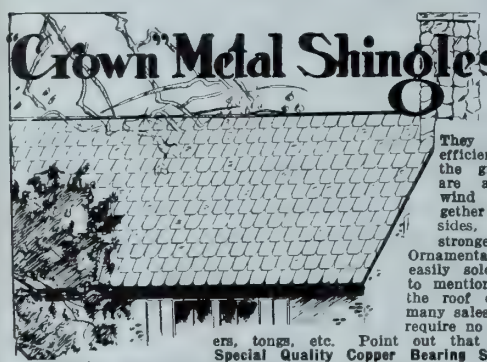
The demand is steady. Are you getting your share of this business? We co-operate with you.

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We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Crown Metal Shingles *Will Outlast Them All*



They are being used where efficiency in roofing is of the greatest concern. They are absolutely storm and wind proof. Locked together securely on all four sides, they make the strongest roof on the market. Ornamental in design; they are easily sold and you have only to mention the ease with which the roof can be laid to make many sales. Point out that they require no solder, mallets, seamers, tongs, etc. Point out that they are made from **Special Quality Copper Bearing Shingle Plate, a guarantee** of their long life. We will be pleased to give you further details or any advice on sheet metal work—write us.

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Ottawa Canada



"COCK" KNIFE"

Corporate Trade Mark Granted 1772

Rawson Brothers
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO., LTD., 281 McDermot Ave. - WINNIPEG

Stocks of Canadian patterns always on hand.

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PAPER BAGS TWINES

Walter Woods Limited

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WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

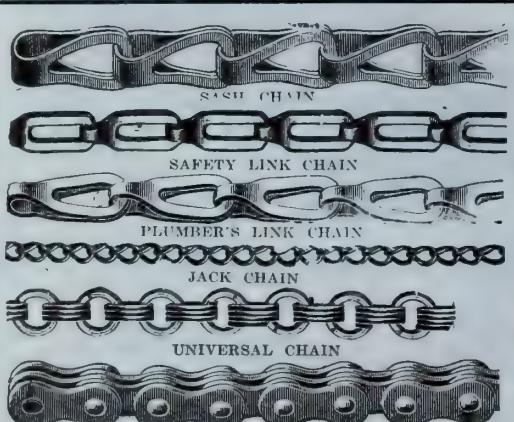
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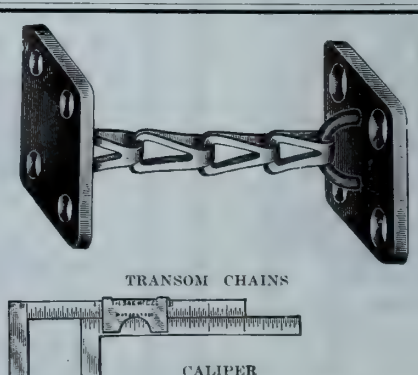
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AUTOMOBILE ACCESSORIES

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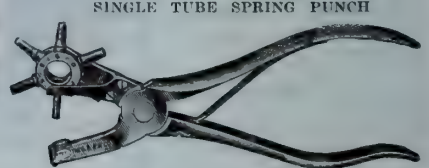


TRANSOM CHAINS

CALIPER



SINGLE TUBE SPRING PUNCH



6-TUBE REVOLVING PUNCH

THE SMITH & EGGE MFG. Co.
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.



TRADE **CHICAGO** MARK

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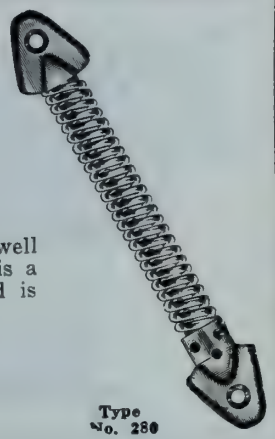
The "Reliance"

The Door Spring is unusual. It has a **Ratchet Tension Adjustment** and a very powerful and efficient spring. It is profitable to the dealer.

The "Chicago"

Type No. 280 Door Spring is well known as a **profitable seller.** It is a durable and attractive article and is made in four sizes.
Is your stock complete?

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
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Wellington Mills, London, S.E.1, Eng.
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WAKYTE CLOSETS



A Real Sanitary Convenience

The Wakyte Closets are for installation where water works are not avaiable. It gives residents in such localities practically all the advantages and sanitary conveniences of an up-to-date plumbing system at a small cost.

A great number of dealers have built up a splendid business and are making money through the sales of the "Wakyte" Closet.

Surely you can do the same.

Write us for any further particulars.

We also sell the "Comfort" Weather Strip made from selected quarter-cut oak. A complete set consists of two pieces 7 ft. and two pieces 3 ft. long. Will appeal to all Buyers.

S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

The Everlasting Veneer Toilet Seats

This is the strongest and cleanest toilet seat made. There are no cracks —made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?



CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.

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THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Western Canada.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the only hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Federation Life Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

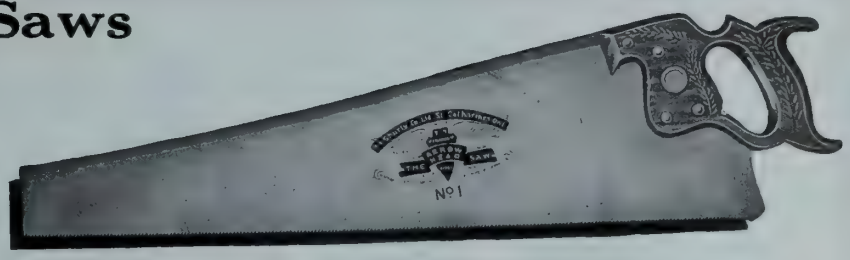
UNITED STATES OFFICES—New York, Room 1606, St. James Building, 1138 Broadway, (corner 26th Street; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn St., Phone, Wabash 9430.

Arrow Head Saws

For Fast Cutting

MADE-IN-CANADA BY

T. F. SHURLY CO.
LIMITED
St. Catharines, Ont.







SIMONDS HANDSAWS

Because Simonds Hand Saws give the greatest service to the user Hardware Dealers appreciate their selling power. They are high grade saws of first-class saw steel, mechanically perfect.

Write for Dealers' Discounts

Simonds Canada Saw Co., Limited
"The Saw Makers"
MONTREAL, QUE.
St. John, N.B. Montreal, Que.

Have You Ordered The CANADA Display Yet?



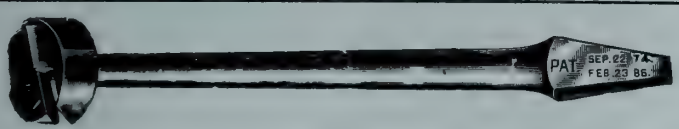
It's made in four colors—a beautiful creation that will add to the appearance of your store.

It also sells Padlocks!

"CANADA" and "VICTORY" Padlocks are the best quality padlocks for the money—and they are made in Canada.

Get them from your jobber.

C. O. CLARK & BRO.
MONTREAL - QUEBEC



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

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To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - Member Associated Business Papers

Hardware and Metal

Vol. XXXIV. SEPTEMBER 30, 1922 No. 39

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UNITED STATES—New York, L. H. Meyer, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

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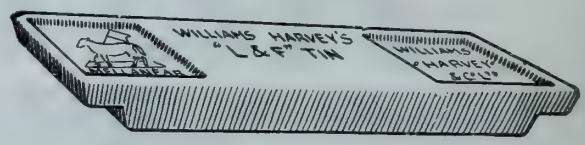
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If interested tear out this page and place with letters to be answered.

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Smuggling of Auto Accessories?

Hardwaremen State Customers Openly Boast of Bringing in Goods Duty Free—A Matter That Should be Investigated

IF the undercurrent of dissatisfaction and complaint running through the hardware trade at the present time, is a true indication of the extent to which the motor accessory business has been disorganized through the alleged bringing into Canada, duty free, of motor accessories, it is certainly time the authorities took prompt and aggressive measures to stamp out the evil.

During the past ten years the hardware trade have gone extensively into the sale of motor accessories, tires, etc., and in a great many places are the leading distributors of these lines. A great many lines in motor accessories used here are not made in Canada and must of necessity be imported from the United States. There are also a great many lines of motor accessories which are made in Canada but similar lines are also made in the United States and retailed there at much lower prices than the retail prices in Canada.

Boast No Duty Paid

Retailers complain that the motor accessory business is suffering greatly through the public bringing in motor accessories duty free. There is a great amount of motor traffic back and forth between Canada and the United States. Many motor car owners are openly boasting in the retail hardware stores that they have brought in spot lights, footboard plates, stop lights, windshield cleaners, parking lamps, tires, and many other accessories without paying any duty, and for which they paid retail prices in the United States which make Canadian prices look ridiculous.

A retail hardware merchant stated to Hardware and Metal this week that one retail distributor of motor accessories has openly boasted that he makes periodical trips to the United States and returns with his car almost filled with motor accessories which he re-sells here at prices much lower than the prices quoted by the regular dealers who import their accessories in the regular way, pay duty on them, or buy them through established wholesale firms where the regular duty charges have been paid. This condition of affairs is not only meaning a great deal of loss of revenue, but it is creating a demoralized condition of business in many lines, and it is creating grossly unfair competition for established merchants who are conducting their business on a legitimate basis, paying duty and other charges which are a part of legitimate business.

False Impression Created

Not only is business being demoralized but a great many people who are bringing goods in this way are getting the impression that the retail hardware merchants and other distributors of motor accessories are securing exorbitant profits for the goods which they are selling. Many motorists have boasted that they not only purchase accessories for their own cars, but in many cases brought three or four extra of an article along, and have sold them at very low prices to their friends.

A hardware merchant while complaining about the evil, stated to Hardware and Metal that he recently visited the United States by motor, and returning through a point in Western Ontario with his motor car, he was amazed to find that the customs officers inspected only two out of five grips, and also only looked casually at two tires out of five tires which he had on his car. If this is the kind of examination which takes place in all cases, is it any wonder that huge quantities of automobile accessories are finding their way into Canada without duty being paid in the regular way, with resultant loss to the Canadian Government, and grossly unfair competition to established wholesalers and retailers of motor accessories who are attempting to conduct their businesses legitimately and on a basis which only enables them to secure a fair margin of profit on their investment.

These men have established businesses in Canada, they pay heavy taxes, they have their organizations for handling business as it should be handled if the laws of the country are rigidly adhered to. It is grossly unfair to these men if conditions of this kind can continue to exist. The duty should be either removed in all cases, thus affording Canadian distributors an equal opporttunity with the public for selling

Controversy Re London Situation

ON THE following pages will be found a statement from the President of the Ontario Retail Hardware Association, and also a statement by T. H. Purdom, on behalf of the London members of the Association. Since the first article appeared in the September 9 issue all parties have been allowed to give free expression to their views, because Hardware and Metal believes that an important merchandising principle is involved. The only restrictions made by Hardware and Metal, so far, have been the elimination of offensive personalities or anything which appears to us as being unfair and without a direct bearing on the case. This policy will be continued in connection with future reports.—Editor Hardware and Metal.

these lines, or it should be rigidly enforced in all cases and the clamp should be put on so tight that the general public will realize that if they wish to make purchases of this kind in the United States they shall have to pay duty in the regular way at the Canadian border. It is unfair to expect established merchants to pay duty and allow their customers to bring in the same goods without the duty.

Should Investigate Conditions

The customs authorities should give this immediate attention, should place extra officers if necessary to investigate this alleged condition and have it remedied without delay. Competition these days is keen for all classes of business men without having unfair competition of this kind. If duty is to be paid, let the tax fall upon all people alike. If goods are to be allowed free entry into Canada without customs duties of any kind, let the rule apply to all without discrimination of any kind. The merchant who buys legitimately, swears that his entries are correct and pays duty, should not be penalized because he is honest. He is penalized if he pays duty on these articles and the general public are allowed to bring them in free of duty.

It is hoped that the Customs Department will take such action as is necessary to promptly stamp out and eradicate the evil which it is claimed has already grown to large proportions.

Origin of London Trouble?

Sidelights on Affairs in London Twelve or Fourteen Years Ago When Signs of Friction Developed

HAVING passed through the usual preliminaries in a controversy such as that between the Ontario Retail Hardware Association, its London membership, and the Hobbs Hardware Company regarding the alleged retailing of goods at wholesale prices, the matter has now reached the point where the discussion will probably deal largely with the principle involved. In last week's issue Hardware and Metal stated that a phase of the matter has not been touched upon by either the Retail Association or the Hobbs Hardware Company. In a letter to Hardware and Metal this week, the President of the Ontario Retail Hardware Association deals with this principle, and has suggested that the matter be taken up by the Wholesale Hardware Association.

It was Hardware and Metal's intention to deal with the matter from this standpoint, but as the President of the Retail Hardware Association appears to have gone into the matter in detail, the question of the principle involved would seem to be the big issue from now on, and the smaller matters such as local discussions between the interested parties will pass into the background as not having any great bearing on the question as to whether or not a wholesaler should sell retail through a wholesale warehouse when not operating a regular retail store.

This is a matter of policy, which is of great interest to practically every wholesale and retail hardware concern across Canada. Further developments along this line will be watched with interest.

There is one phase of the London controversy which has not yet been mentioned but which Hardware and Metal believes should be mentioned briefly in order that those following the controversy, should have as much information as possible to enable them to arrive at a fair judgment regarding the statements and claims made by those who up to the present have taken part in the discussion. It appears that some years ago, probably dating back twelve or fourteen years, price cutting among the retail hardware merchants of London was the order of the day. There was keen competition among the merchants and an advertisement in the local papers one day in which a retailer quoted a price would probably be followed up the next day by another retailer offering similar goods at a lower price. The same condition applied in connection with window displays. As an example, one merchant dressed a window with charcoal irons which at that time were big sellers, offering them at 79c. each. Within a few hours another retailer on the opposite side of the street dressed a window with the same kind of irons and cut the price 5 cents per iron. This was followed by merchant No. 1 changing his price to a lower price than that quoted by No. 2. This procedure was kept up until both merchants were selling irons considerably below the cost price. The same thing applied to lanterns and many other lines which were sold by the hardware merchants. A London man whose work brought him in touch with most of the retailers in London hearing complaints from these various merchants when he made his regular calls at their stores, suggested that they adopt a more friendly attitude to each other, eliminate suspicion, and form an association in which they could get together from time to time to discuss their grievances and plan for bigger things in the hardware trade. After certain preliminaries it was arranged to get the London retailers together and form an association. This was done and after a few meetings most of the London retailers got on a basis whereby they arranged to eliminate price cutting and to standardize their prices so far as possible on a basis which they thought gave them a legitimate margin of profit.

Around this time (about twelve or fourteen years ago) there were some rumblings of complaints among the retailers regarding the Hobbs Hardware Company selling to factories and certain contractors. At this time the Hobbs Hardware Company took into their employ a man who had previously called on the contracting trade for one of the retail hardware firms in London. This man was sent out to call upon the contractors and factories trade. The reason given for this was that certain Toronto and outside firms were coming into London, taking business away from London because these larger firms from outside points were able to undersell the London retail hardware merchants and therefore they would not get the business anyway. With a widening breach between the retailers and the Hobbs Hardware Company nothing appears to have been done by either party to come to a definite and satisfactory understanding. A little diplomacy on both sides at that time would probably have prevented what developed later into seemingly hostile competition. It would seem as though both sides were at fault at that time as will be explained further on in this article.

There were at that time and still are, two wholesale hardware firms in London, at least two firms of wholesalers as recognized by the Canadian Wholesale Hardware Association. The retailers after forming their association, continued to hold their regular meetings in the warehouse of one of these wholesale hardware concerns. While there is nothing to show that any influence of any kind whatever was used by this wholesale hardware firm, and that they merely loaned their large reception room to the retailers for the purpose of holding their meetings, and that the matter was only done out of courtesy, the judgment of the retailers in continuing year after year to hold their meetings in a competitive warehouse rather than in one of their own stores or independent meeting place, would leave them open to considerable criticism and charges of lack of judgment if harmonious feelings were desired in London.

On the other hand some of the Hobbs

Hardware Company travelers while calling on the retail trade soliciting their business did not show any aggressiveness or special desire to either secure business or heal the breach which at this time was rapidly widening and which frequently meant that the Hobbs travelers went out of the stores w' empty order books and with a feeling that seemed as though an organized attempt was being made to withhold orders from them. The present condition in London shows what can develop from a lack of co-operation and poor judgment.

It will therefore be seen that in the origin of the present controversy there was fault on both sides. A little closer co-operation and a better understanding of each other at that time would have eliminated the present trouble.

Some of the retailers admit that poor judgment was used at that time and since that time in holding their meetings in the building of a competitive jobbing house, particularly when strained relations existed with the other house.

They feel, however, that they are suffering as a result of the indiscretion of the men in the early days of the association, most of whom are not now engaged in the hardware business. Some have since died and others have passed out of the retail trade.

It is interesting, however, that even in recent months the meetings have continued to be held in the same way and manufacturers when visiting London in connection with the present controversy were surprised to find that the meetings with the retailers where the matter was to be discussed were held in the reception room of a hardware jobbing house. This is merely touching upon a phase of the hardware trade in London which has not previously been taken up in any of the charges or counter charges and is merely a side light on the conditions which have existed in London for many years and which had their origin twelve or fourteen years ago. The question of policy involved in the controversy is another matter.

President of Retailers Puts Question Up to Canadian Wholesale Hardware Association

Replies to Article in Last Week's Issue of Hardware and Metal —Says Question of Principle Involved

Hardware and Metal,
Toronto, Ont.

Gentlemen:—I have just read in your issue of September 23rd, Mr. Whitwam's reply to charges made before the executive of the Ontario Retail Hardware Association at our meeting in September—charges in connection with the retailing of goods by the Hobbs Hardware Company.

It is quite evident that Mr. Whitwam is trying to evade the point at issue, and I am amazed to note that he endeavors with a series of generalities to discredit the statements made verbally before the executive of the Ontario Retail Hardware Association by three London and one St. Marys retail hardware merchants, and ten or more other well-established hardware merchants in various places outside of London who have made charges over their own signatures. Can it be possible that Mr. Whitwam expects the trade generally to believe his statement and discredit the statements of these fourteen reputable hardware merchants?

The evidence as laid before us shows that they do sell retail. Mr. Whitwam states that they sold $35,000 worth in the month of June and expect to continue to do so. Will the retail hardware merchants in Western Ontario stand for this unfair competition?

Mr. Whitwam's statements are so contradictory that it is hardly possible to make much out of them. However, the charges made before the executive of the Ontario Retail Hardware Association still stand and have not been disproven.

Says Principle Involved

Apart altogether from the special features of this case, let us deal with the principle involved. Has Mr. Whitwam forgotten the obligations of a hardware jobber? Has he stopped to think why it is that hundreds of manufacturers looking upon him as a legitimate jobber—supposed to be performing the functions of a jobber—give him special discounts ranging from 15% to 30% lower than retailers enjoy on the same goods, believing that for these special discounts he will perform—in return for them—the function of a real jobber—that of facilitating the transportation and distribution of his products between the manufacturers and the retailer?

Is it fair then, to these manufacturers or to the retailers who are asked to invest their money in the manufacturers' products, that a jobber given these special discounts in return for service, seizes the opportunity to use his wholesale warehouse for the handling of goods—absorbing these special discounts in a way that was never intended by the manufacturer and demoralizing trade in cities, towns and villages within a radius of many miles of what is supposed to be a jobbing centre?

Privileges at Stake

The retailers are not poor losers but they want all the trade to know that they are forced to fight competition which in their opinion is not legitimate owing to the mis-use of privileges which are allowed to jobbers for services other than that of retailing goods to the public.

Manufacturers who permit this inequality to exist cannot expect the retailers to invest thousands of dollars in merchandise—and then be faced with the competition of one of the jobbers who, through his recognition as a member of the Canadian Wholesale Hardware Association, is given special discounts, delivery terms and other concessions which are not extended to the legitimate retail hardware dealer.

I believe this is the first case where a concern looked upon as a legitimate hardware jobber has openly defied the Retail Hardware Merchants and stated—quoting his own words—"That they intend to go right along as they have been doing and the retailers can do whatever they like about it" — which means doing a retail business in a wholesale warehouse.

The annual meeting of the Canadian Wholesale Hardware Association is to be held in Montreal the first week in October and I feel that the retailers can justly ask them to go on record and state their position as regards the legitimate function of a wholesale hardware firm.

If the function of a recognized wholesale hardware firm includes the retailing of hardware to the general public through a wholesale warehouse which has not a separate retail store, then the trade should be advised to that effect.

If this is not considered good practice the Canadian Wholesale Hardware Association should go on record as condemning it and I am sending a copy of this letter to their president and secretary, hoping that they will deal with it.

If this new order of merchandising is to be continued it is up to the retail trade to find ways and means to meet this very unfair competition.

As president of the Ontario Retail Hardware Association I feel that Mr. Whitwam's statement demands an immediate reply, so I am sending you this letter, but this matter will be dealt with more fully in the near future at a meet-

ing of the Ontario Retail Hardware Association.

Yours very truly
George E. May,
President Ontario Retail Hardware Association.

LETTER TO WHOLESALERS

Following are the letters which have been forwarded to the secretary of the Canadian Wholesale Hardware Association:

Sept. 25th, 1922.

James Hardy, Esq.,
c|o James Hardy & Son,
Toronto Street, Toronto, Ont.

Dear Sir:—As the secretary of the Canadian Wholesale Hardware Association, will you kindly bring this letter to the attention of the Association which, I believe, are holding their meetings in Montreal the first week in October?

Yours very truly
George E. May,
President O. R. H. A.

Sept. 25th, 1922

The Canadian Wholesale Hardware Association, Montreal, Que.

Gentlemen:—The retail hardware trade in the Province of Ontario are quite interested and concerned over the action of a wholesale jobbing house in selling retail out of their warehouse, and I feel that the retailers can justly ask you to go on record and state your position as regards the legitimate function of a wholesale hardware firm.

If the function of a recognized wholesale hardware firm includes the retailing of hardware to the general public through a wholesale warehouse which has not a separate retail s ore then the trade should be advised to that effect.

If this is not considered good practice then the Canadian Wholesale Hardware Association should go on record as condemning it.

I am calling a meeting of the Ontario Retail Hardware Association in the near future and I would appreciate it if you could let me have your reply at an early date so that I could bring it before that meeting.

Yours very truly,
George E. May,
President O. R. H. A.

London Retailers Claim to Have Proof of Retailing

Produce Photographs of Sales Slips Said to Represent Retail Sales at Wholesale Prices

THE FOLLOWING letters have been received by Hardware and Metal from Thos. H. Purdom, Jr., Sec.-Treasurer of the London Retail Hardware Association. Mr. Purdom was one of the deputation of London merchants, members of the Ontario Retail Hardware Association, who waited upon the executive of the Ontario Retail Hardware Association as outlined in a recent issue of Hardware and Metal:

Editor:—

Hardware and Metal.

We feel it is our duty to reply to Mr. Whitwam's statements, and are also hav-



Reproduction of Sales Slips referred to by London retailers in Accompanying Article.

ing photographs taken of sales slips referred to in my letter.

"Unfair and Untrue" are not the proper words to use when Mr. Whitwam himself knows absolutely that the statements made before the executive of the Ontario Retail Hardware Association were more than fair and absolutely true, as we have receipted sale slips made out to the general public for the following:

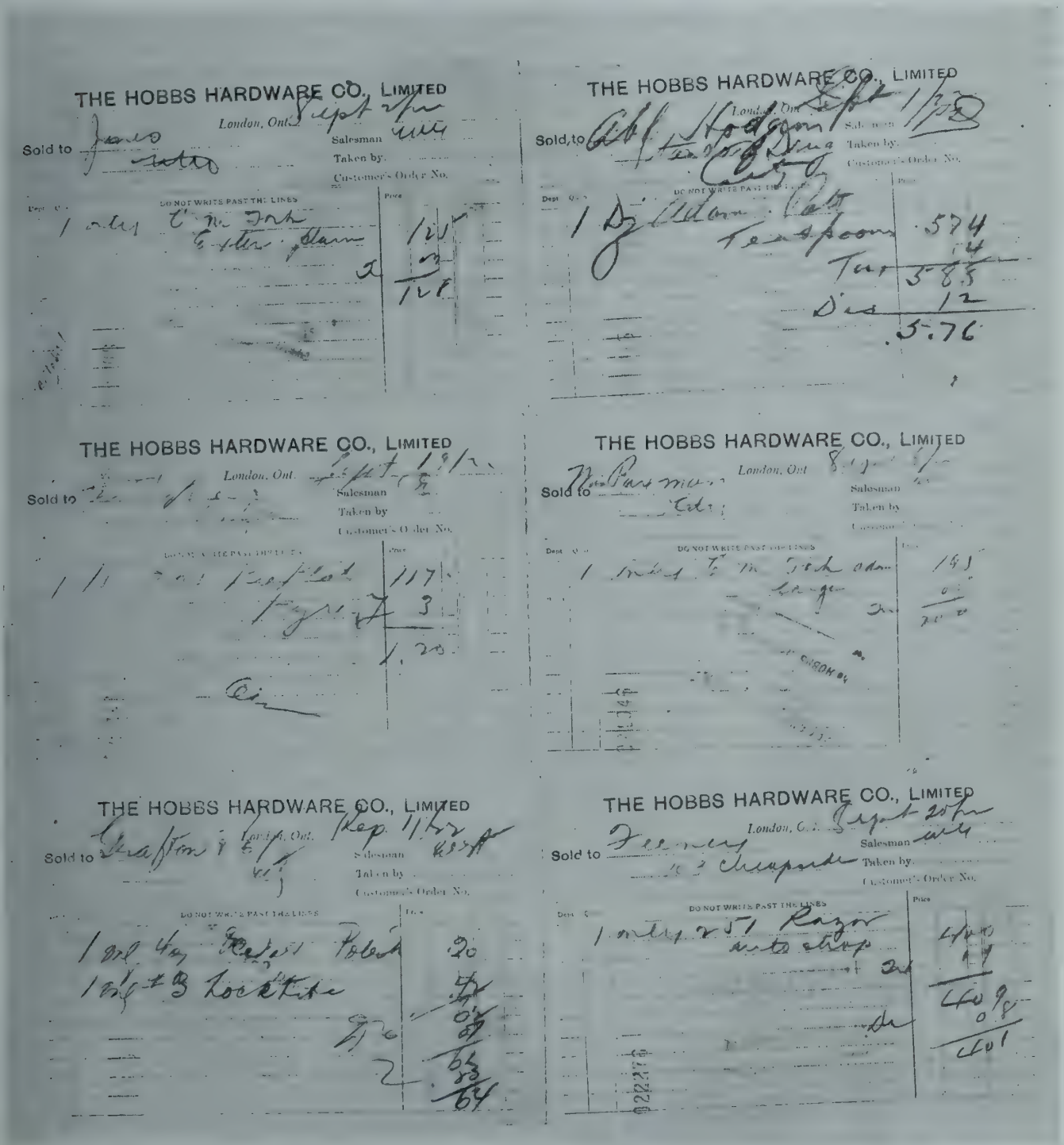
Oneida Community Silverware.
1847 Silverware.
Pyrex Baking Ware.
Gillette Safety Razor.
O-Cedar Polish and Mops.
Auto Strop Razor.
Big Ben Clocks.

Mr. Whitwam calls the Retail Hardware men of London poor losers, but you can judge for yourself whether we are or not; all we ask for is fair play, and if we don't get it we will put up a fight for it, and we are sure that every manufacturer is with us.

You will notice in Mr. Whitwam's statement, he says his goods bear two marks. One is wholesale and the other one is retail price, and still he says he does not sell retail at all.

You will also notice he mentioned about a large contractor sending his man to get goods, and he asks to buy a jack knife, etc., and he says we cannot refuse to sell him; this is just a poor excuse and nothing more. Just imagine such a silly thing. You ought to go into the sales room and see for yourself as we have done, see the general public there buying everything from a needle to an anchor at wholesale prices. Ninety-eight and a half per cent. of these people have absolutely nothing to do with contractors.

Referring to the business done fifteen years ago has nothing to do with the present attitude that the Hobbs Hardware take out of this to-day, they are out to get the wholesale business and retail business too. They want the retailers to buy goods from them and they at the same time sell the goods to your



Reproduction of Sales Slips referred to by London retailers in Accompanying Article.

customers. It is just a question of whole hog or none.

With reference to T. H. Purdom making any statement to Mr. Whitwam about another wholesale house, meaning the D. H. Howden & Co., Mr. Purdom says that this is just a make up story on Mr. Whitwam's part, as the Purdom Hardware has been doing business with the firm of D. H. Howden & Co. for the past twenty-five years with the most pleasant relationship.

No promise of $100,000 worth of business, in fact no amount of business, was promised to the Hobbs Hardware Co., when we met them in their office, absolutely none. There was no talk of money at all, and in the next few months we gave the Hobbs Hardware $15,000 worth of business, and at the same time remember, they were also selling our customers at wholesale prices. Mr. Whitwam calls us poor losers because we complain about his firm taking the bread and butter out of our mouths. Can you blame us for complaining?

We never asked to have the contractors cut off when we held our meeting with Mr. Whitwam in his office; all we asked for was for them to stop selling to the general public and no response or heed has been taken, so therefore we are going to take this matter up with all manufacturers of hardware and ask for their support to stop this practice. "We are not poor losers, we are boosters for fair play."

We have had a photograph taken of the sale slips as positive proof of their selling to the public at wholesale prices. This matter will not be dropped until it is absolutely rectified.

Thos. H. Purdom, Jr.
Sec.-Treasurer.

Our Sales Policy

It is our policy to sell at Wholesale only. The question as to who is entitled to be considered as a Retailer is determined by the class of goods he carries on hand for resale.

A General Hardware stock is entitled to buy anything in our complete line, except Agency Goods in a town where an active Agency exists in any Agency Line.

Special Lines, such as Tin Shops, Grocers, Druggists, Jewelers, Garages, Sporting Goods Stores, etc., are entitled to buy at wholesale prices any class or line of goods that they have their money invested in or use in the conduct of their business.

Factories are entitled to buy at Wholesale prices such goods as they use for manufacturing their product or such tools as they use in the process.

Examples: Jeweler or Druggist buying Clocks and Watches, Chafing Dishes, Vacuum Bottles, etc., which are regular stock items with him, would not be entitled to buy at Wholesale prices for his own personal use or for use of his friends such items as Washing Machines, Lawn Mowers, Field Fence, Refrigerators, etc.

It is our policy that the Merchant in the town who has invested in this class of goods is entitled to the business.

A Manufacturer, as for example a Packing House, would not be entitled to buy at wholesale prices for the personal use of its hundreds of employes such items as a Cook or Heating Stove or a spade, Hoe or Rake—such sales are retail business, and as we have no Retail Department, or retail prices, we are put in the position of retailing at wholesale prices, if we allow such sales to be made, a position which is not only unfair to the established retail trade, but detrimental to the best interests of all, and at the same time causes a direct loss to our own house.

This policy applies both to the City and Country Trade. The special attention of City Salesmen and Employees is called to this policy because if carried to an extreme by the interchange of purchases at wholesale prices between jobbers and manufacturers of various lines, the time would soon come when the thousand of employees of such establishments would be getting their supplies at less than Retailer's cost and the successful continuation in business of retail merchants would be greatly handicapped.

Believing that all fair-minded Dealers and Manufacturers will see this policy in the same light that we do, and commend our position, we entrust each Employee to conduct himself in such way as will make every sale of our Company conform to this policy.

Townley Hardware & Metal Co.

Hardware and Metal reproduces here a Sales Policy of a United States hardware jobbing house, at the request of President May of the Ontario Retail Hardware Association. Mr. May states that he believes a policy of this kind would meet with the hearty approval of the retail hardware trade.

Binder Twine With or Without Profit

A SASKATCHEWAN hardware merchant has written Hardware and Metal regarding the sale of binder twine. Hardware and Metal will be glad to hear from other hardware merchants. The letter follows:—

The overhead cost of doing business to-day is just as high, if not higher than it ever was. At the same time the retailer's profit is lower than it ever was. This is caused to some extent through lack of confidence and co-operation among the merchants.

There is no reason why a merchant should be expected to handle any commodity without a reasonable profit, no matter how large or small the turnover nor the length of time it takes in turning over the goods.

At this time the writer has in mind Binder Twine which is only handled for a month in the year. We all know that it makes a large turn-over in a short period and can be handled on a smaller profit than goods that have to be carried month after month, year in and year out. But, why should it be handled with little or no profit when the investment is so large?

For the past ten years or so in a good many cases the profit on binder twine has been below ten per cent. and in most years nearer one per cent. gross profit, which is ridiculous.

Too many dealers have been handling twine simply as a service to the consumer or as a drawing card. In cases of this kind some dealers are apt to be left with a stock on hand to be carried for a whole year.

Lack of Confidence

The writer is not laying any blame on any particular merchants for the existence of this trouble for we are most all to blame. It may be a merchant in one town this year and in another town anther year.

The sale of binder twine is practically controlled by two concerns in Canada who set the price to the dealer at a profit to themselves. Is it not possible for them to set a minimum resale price to the consumer leaving the merchant sufficient profit to make it worth handling?

As retailers let us get together and arrange to handle this commodity at a profit and at the same time be fair to the consumer.

(Signed) A Subscriber.

Adcock & Company, Montreal, announce that they have just completed arrangements with the Iver Johnston Arms and Cycle Works, Fitchburg, Mass., whereby they will act as the Canadian representatives for this company.

Not Legal for Tinsmith to Make a "Still" Unless Properly Authorized

Special License With Annual Fee of $25, Also Bond of $2,000, Required by Inland Revenue Department—All Orders for Stills Must be Promptly Reported—Buyer Must Also Possess License to Operate Still

A FIRM conducting a tinsmith and plumbing department has written in to Hardware and Metal advising that they have been fined for making a still. Their desire is to secure information regarding their position in this matter, whether legal or otherwise.

In order to obtain a definite ruling on the subject, Hardware and Metal interviewed the collector, Customs and Excise offices, Toronto, and secured the following statement, which indicates that to conform to the law a special license is necessary before making any kind of a still, and such stills can in turn only be supplied to parties possessing the necessary license governing their operation.

"IT IS absolutely illegal for a tinsmith, or anyone else, to manufacture any kind of a still, unless they are protected through the possession of a special license authorizing them to perform such work," stated J. H. Bertram, collector, Inland Revenue Department, Customs and Excise Offices, Toronto.

Further questioning by Hardware and Metal elicited the information that "this is the law of the land, which has been in effect for thirty years or more, in fact ever since laws became generally recognized throughout Canada."

"Whether the tinsmith, or any other party manufacturing a still, knows the purpose for which it is intended to be used or not," stated Mr. Bertram, "it is a violation of this law, unless the tinsmith or party manufacturing the still has taken out a special license to do so."

Bonded for $2,000.00

"Such licenses are only issued to certain responsible parties upon payment of an annual fee of $25.00, together with a bond of $2,000.00."

"Under these regulations," continued Mr. Bertram, "they are required to report every single still they make and, of course, such stills are only to be made up for persons or concerns who possess special licenses to operate same."

"If a tinsmith or manufacturer holding a license to manufacture a still receives an order from any individual, this is reported to this department in the regular way and then, if such party does not possess a license to operate a still, it is confiscated by the government."

Must Report All Orders

"The purpose for which the still is to be used has no bearing on the case whatever," stated Mr. Bertram, in response to further questioning. "All orders received by anyone holding a license to make up stills must be reported to the Inland Revenue Department, and failure to do so involves a heavy fine as well as the revoking of any such license held by the tinsmith or manufacturer, as the case might be.

"The manufacture of stills by persons not properly authorized to do so invokes a heavy penalty by law, as this is a direct violation of the Statutes."

Information Available

Mr. Bertram further pointed out that these regulations were very strict in every sense of the word. "We do not receive very many inquiries of this nature regarding stills. The law regarding this matter has been in effect as previously pointed out for a large number of years."

A specially licensed tinsmith, making up a still for a properly authorized concern, would not be subject to manufacturers' sales tax, according to officials of the Customs and Excise Department, as in this case it is made direct and not for re-sale.

"The date of the order, the name of the party placing same, and all particulars are required to be reported to the Inland Revenue Department. Any person who is not absolutely clear upon any of the points involved can secure detailed information upon writing or inquiring at this office, but the law is plain, and there are really no technical points to clarify. It is illegal for anyone not possessing the proper license to make any kind of a still, and it is likewise against the law for anyone to order or operate a still who has not first taken the proper steps to comply with the license regulations."

Opposite Views Re "Sales Tax"

Retail Hardware Firms Express Views Regarding Application of Taxation—One Retailer Favors Collection of Tax by Retailers—Other Merchant Favors Tax at Point of Origin of Goods

VIEWS of many manufacturers, wholesalers and retailers, have appeared in recent issues of Hardware and Metal regarding the Sales Tax. Two of the letters received this week are from retail hardware firms, one in Alberta, the other in Nova Scotia. The Alberta merchant expresses the view that the tax should be collected at the point of origin of the goods. The Nova Scotia retailer is of the opinion that the tax should be collected by the retailers. Hardware and Metal will be glad to hear from other retailers regarding the points raised in the two letters which follow:—

Hardware and Metal,
Toronto, Ont.,

Gentlemen,—

RE SALES TAX COLLECTION

There is only one way to collect the Sales Tax regardless of what the rate may be fixed at and that is right at the point of Origin of the goods, from the manufacturer in the case of domestic goods and from the importer in the case of foreign goods.

1. This leaves no opportunity for pyramiding the tax as the present arrangement does.

2. It simplifies the work of every handler of merchandise in arriving at his costs.

3. It eliminates the duplication of Tax Reporting staffs that have to be maintained under the present arrangements.

4. It insures that the full tax is collected once but only once on all articles sold.

5. It will cost the Government less to collect the tax from the manufacturers only than from two sets of taxpayers. Possibly the saving in costs of collection will amount to more than the tax that the Govt. now loses on the jobbers' discount which seems to me to be the only point that Mr. Cluxton has made in his article in your issue of the 16th.

6. It would eliminate the present double tax on imported goods, once when the jobber passes them through customs and again when he sells them to his trade. It is going to be a long time before Canada or any other country is independent of imported goods and why they should be penalized as at present is unreasonable. Either put the regular tariff where it should be and eliminate the double Sales Tax or give them reasonable treatment.

(Continued on page 46)

THE SEAL OF APPROVAL

Read what well known hardware firms across Canada say regarding Hardware and Metal. Following are extracts from a few of the letters received regarding the Fall Buying Number:—

E. K. SPINNEY, LIMITED
Yarmouth, N.S.

"My experience with Hardware and Metal in the past has merited my hearty endorsement. There is no periodical of like character issued in Canada which conveys to the trade so clear and accurate a knowledge of business conditions in that connection."

Yours very truly
E. K. Spinney

J. S. MITCHELL & CO. LTD.
Sherbrooke, Que.

"In our opinion there is no better magazine to reach the hardware trade than Hardware and Metal. There are at least a dozen copies come into our store every week. Travelling salesmen each get a copy as well as the heads of the different departments."

Yours very truly
J. S. Mitchell & Co. Ltd.

WHOLESALE HARDWARE DEPT.,
HUDSON BAY CO.,
Winnipeg, Man.

"I would just as soon go without my breakfast as go without my regular weekly copy of Hardware and Metal. It saves me answering many questions by placing Hardware and Metal in the hands of our employees."

Signed: Mr. Lyon, Manager.

ROULEAU HARDWARE CO.
Rouleau, Sask.

"I find the 34th Annual edition of Hardware and Metal very beneficial to me as it covers important problems for every branch of the hardware trade. The advertisements in this big Fall number of August 19 are very good indeed, and often give suggestions which help to increase sales and keep me in touch with staple lines and manufacturers of same. The originator of the ad. on the front cover must be complimented."

Yours very truly
ROULEAU HARDWARE Co., Ltd.
Per. J. Nesbitt

W. C. AULD,
Youngstown, Alta.

"I have read quite a portion of your excellent Annual Fall Number and am particularly interested in the advertisements, the articles on store management, and the market reports."

Yours truly
W. C. Auld

McKENZIE & STEWART BROS.
Moose Jaw, Sask.

"I consider Hardware and Metal to be an invaluable aid to the Hardware trade. There is always something new to learn from every issue of Hardware and Metal."

Signed: Mr. Stewart.

W. H. THORNE & COMPANY, LTD.,
St. John, N.B.

"We are in receipt of the Fall issue of Hardware and Metal. We wish to compliment you upon the high class of all the advertising, the general make-up, and the information and opinions of the different individuals and organizations expressed throughout the issue. We look upon this issue with very much favor, and believe it is possibly your best production."

Yours truly,
W. H. Thorne & Co., Ltd.,
J. F. Tilton, Director

FLOCKHART BROTHERS
Sault Ste. Marie, Ont.

"We consider that you deserve great praise for the way in which you have gotten up the August 19th Annual Fall Buying Number. We find that your Hardware and Metal weekly is exceedingly useful to us, as it gives us prices on many articles that we continually buy. The supply and demand are usually forecasted, which is also an assistance to us."

Yours truly
Flockhart Bros.

BINNS HARDWARE
Newmarket, Ont.

"Your annual fall number of Hardware and Metal received and must say it certainly is a credit. The advertisements are particularly well displayed.

"The beautiful coloring on the outside cover is a work of art. Might say we value these numbers very highly, especially on account of the buying directory."

Yours truly,
G. A. Binns

JOHN BAILES & SONS,
Oshawa, Ont.

"We are very much pleased with your Fall Number of Hardware and Metal, and think it is the best you have ever gotten out. The cover is a work of art, and the advertising is most attractive, and we wish to congratulate you on such an excellent production."

Yours truly,
John Bailes & Sons

THE MACKENZIE HARDWARE CO.,
Kincardine, Ont.

"Your 34th Annual Fall Number has been received and has been read by all.

"The market reports are quite complete. The articles dealing with ad. writing, store management, paint and stove selling, are instructive and decidedly helpful. Particularly so is the article on efficient methods of controlling the business. The advertisements of the manufacturers are not only helpful in learning of the outstanding merchandise on the market, but give splendid suggestions for the retailer to follow in his own local advertising.

"Altogether we consider this a very helpful addition, which will be referred to many times during the coming months."

Yours very truly
A. C. Mackenzie.

R. HAWKINS,
Smiths Falls, Ont.

"I think your special Fall Number excels all previous issues. It contains much matter of interest to manufacturers, jobbers, travellers and retailers. The comprehensive market reports, the special articles, and also the opportunity for the exchange of views on matters of interest to those in the trade, and your fight for the interests of the Retail Hardware merchants, the splendid cuts and advertisements, the editorials, the artistic covers all combine to make a volume worthy of the high standard of MacLean's publications."

Yours very truly
R. Hawkins.

PORTEOUS HARDWARE CO., LTD.,
Grande Prairie, Alta.

"Your Annual Fall Buying Number is looked forward to by us each year with great interest. We recognize that the Hardware and Metal is a necessity to the retailer if he is going to remain in business and progress."

Porteous Hardware Co.

ADOLPHE HUOT, LIMITED,
Quebec, P.Q.

"We have received this number and are pleased to inform you that we have found same of great interest, and a number with such a make-up can only be of great interest to the trade. All sections of the paper are very interesting, and your company should indeed be proud of such a publication."

Yours truly,
J. Clifford Huot,
Pres. and Manager

THE CANADA PAINT CO., LTD.,
Montreal

"I take this opportunity of congratulating the editorial staff of Hardware and Metal upon the Annual Fall buying number which I consider the finest that you have ever turned out.

"The many suggestions for improved selling methods and the many articles on various subjects of interest and inspiration to the retailer, as well as wholesalers and manufacturers, cannot help but be of great value to your subscribers."

Yours very truly,
THE CANADA PAINT Co., Limited,
Royal Cluxton, Manager

THE SHERWIN-WILLIAMS CO.
OF CANADA, LIMITED
Montreal, Que.

"I wish to take this opportunity of congratulating you very heartily on the 34th Annual Fall Number, as I believe it represents the high watermark of excellence

with regard to your publication. The matter is excellent and has, I am sure, proved to be a mine of interest and information to the retailer. The quantity of advertising contained in this issue must also be a source of gratification, and in my opinion is an earnest indication of the improvement in general business conditions and a guarantee that in our own and allied lines of business we are on the broad path of progress and prosperity.

"With best wishes for your continued and well merited success," I remain,

Yours very truly
W. S. Fallis,
Vice-President and Man. Director

LACROIX & LEGER, LIMITED,
Montreal, Que.

"Congratulations on the whole is the only word that we can use for your 34th Annual Fall Buying and Directory Number, and I feel proud that this is a Canadian one."

Arthur Leger

GEO. E. POTTER,
Kitchener, Ont.

"Hardware and Metal is always welcome in our store and more so is the issue of August 19, the Annual Fall Number."

Yours truly,
G. E. Potter

T. I. THOMPSON, LIMITED,
Owen Sound, Ont.

"We wish to heartily congratulate you on the production of your 34th Annual Fall Number of Hardware and Metal. It exceeds anything we have yet received."

Yours truly,
T. I. Thompson, Ltd.

DUNDAS BROTHERS,
Cobourg, Ont.

"We wish to compliment you upon the very fine copy of the Fall Number of Hardware and Metal. This copy is well worth retaining as a guide for many lines likely to be purchased for the fall and winter trade, and should prove profitable to the advertiser as well as the buyer."

Yours truly,
Dundas Brothers

POOLE & THOMPSON, LIMITED
Montague, P.E.I.

"We are pleased to say that we consider your Annual Fall Number of Hardware and Metal as surpassing all your former efforts. We consider the advertisements very interesting and also the numerous articles with which the issue abounds. Careful perusal of those write-ups and interviews cannot help but be of value to any hardware and paint merchant.

"We continually refer to your latest market quotations and we consider them to be of inestimable value to us as to the prevailing market conditions."

Yours truly,
POOLE & THOMPSON, LTD.
C. C. Thompson

S. A. CROWELL & CO.,
Yarmouth, N.S.

"We consider the August 19th Annual Fall Buying and Directory Number of Hardware and Metal an especially valuable number."

Yours very truly
S. A. Crowell & Co.

J. HENRY & SON,
Orono, Ont.

"We received the copy of your Annual Fall Number, and found immediate use for some information that it gave us. It is very frequently referred to. We appreciated all the numbers, but we find this the best of all."

Yours respectfully,
J. Henry & Son

ADAMS & VANDUSEN
Picton, Ont.

"Copy of your Annual Fall Number received and we wish to compliment you on its make-up.

"We find all parts of particular value—it is hard to state which is the most.

"We enjoy the advertisements, not only for the goods advertised, but get ideas regarding display, etc., which are helpful to us in our own advertising. The articles on trade conditions, etc., by men who know what they are writing about, are of great value and interest. The whole number is interesting from cover to cover."

Yours truly
Adams & Vandusen

HEWITT & BLACK, LTD.
Medicine Hat, Alta.

"Our opinion of the 34th Annual Fall Buying and Directory Number of Hardware and Metal is that this issue is newsy and full of interest to those who like the hardware business, and the front page is particularly attractive. The advertisements are full of many of the lines that we should have in our store ready for the first call that we have on them for the fall rush.

"We keep these issues from year to year and refer to them during the year when some lines are called for and we know then just where is the best place to buy them."

Yours truly
HEWITT & BLACK, Ltd.,
R. C. Black
Signed. Mr. Lyon, Manager

BOX BROTHERS, LTD.
Souris, Man.

"The Fall Number of Hardware and Metal is very nice and complete and we congratulate you on getting out such a fine edition and on getting such a nice line of advertising. The most valuable pages are the "markets," which allow us to check up prices each week on a good many commodities."

Yours respectfully,
Box Bros., Ltd.

THE KINGAN HARDWARE Co., Ltd.
Peterborough, Ont.

"We are in receipt of your Hardware and Metal Fall Buying and Directory Number. May state it is a very interesting one. It should be in the hands of every hardware man."

Yours respectfully,
The Kingan Hardware Co., Ltd.

J. W. FLEMING & SON
Blenheim, Ont.

" We think the 34th Annual Fall Buying Number of Hardware and Metal a very valuable issue to the buyer. It is full of useful information."

Yours truly
J. W. Fleming & Son

GIBBS, BROWN & ODELL, LTD.
Hanna, Alta.

"The market reports are the most interesting to us and other reading matter. The advertising is good and the window illustrations are excellent. The cover is attractive."

Gibbs, Brown & Odell, Ltd.

ALF. OUTRAM
Port Hope, Ont.

"We beg to state that the Fall Number of Hardware and Metal is very instructive and interesting, and we congratulate you on such a fine book."

Yours truly
G. A. Outram

BOYLE & SON,
Napanee, Ont.

"The Fall Number should be a great help to all buyers, and the cover is a work of art. Too much credit cannot be bestowed upon you and your staff. Keep up the good work."

Yours truly,
Boyle & Son

A. R. A'BEAR,
Montreal, Que.

"I am delighted with the Annual Fall Issue of Hardware and Metal, and the information contained therein is most useful to every hardware dealer."

Yours sincerely
A. R. A'Bear

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, SEPTEMBER 30, 1922

Price Cutting

THERE is a great deal of price cutting in the hardware trade at the present time. On many lines it is almost impossible to tell what is a fair and reasonable price. One of dozens of lines which might be referred to at the present time are wire nails on which there is a wide range of prices. At least one manufacturer has been selling wire nails direct to the retail trade at a price of 25c per keg lower than what has been generally considered the prevailing price for wire nails at the present time. Whether or not those firms asking the higher price are getting what might be called a long price, or whether the manufacturers selling at the lower price are selling at a loss, or on a very close margin, cannot fully be determined. A very unsettled feeling is created when conditions of this kind exist, and many retailers by keeping in close touch with market conditions are securing some very favorable prices. On the other hand it is known that some retailers have made heavy purchases on certain lines and the question arises as to whether or not they will be able to turn over the goods in a sufficiently short time to enable them to secure any advantage through the price concession which they secured by purchasing large quantities.

Beware of Baits

AS USUALLY happens when there is keen competition and an abundance of goods, many new firms have recently sprung into existence and are offering what are represented as great bargains to the hardware trade. In some cases catalogues, circulars, etc., are sent out, and from their careful preparation give the impression that certain well-known standard brands are being offered at exceedingly low prices to the trade.

A careful study of some of these descriptions show that there are loop-holes, and a purchase of the goods often proves to the merchant that he is not getting the particular brand of goods which he thought were offered in the catalogues or circulars which he received.

There are, on the Canadian market at the present time, a great many brands of inferior German and other lines which are very close imitations of some of our well-established, well-known products which have given satisfaction over a period of many years. It is therefore of the utmost importance that retailers should study carefully all sources of supply, and not be tempted by baits which are offered by comparatively unknown concerns, to purchase goods which may not give satisfaction. This is a time when close attention should be paid to purchases. There are many well-established reliable concerns whose integrity cannot be questioned, and who are in a good position to supply all the legitimate requirements of the trade. It is quite true that retailers must buy to the best advantage, but this is a time to beware of what appear to be tempting baits, but in reality are the offerings of concerns which are here to-day and gone to-morrow. Frequently their main object is to make a clean-up on some special importation which they have bought cheap and on which they hope to make a good killing while the going is good.

A Feature of This Issue

THIS issue of Hardware and Metal contains extensive matter of marked interest to furthering of paint and varnish sales. Many merchants will keep their copy on file where it can be readily referred to for the valuable information contained both in its editorial and advertising pages. No effort has been spared to make this issue a success. What the "Save the Surface" campaign will do for the retail merchant who links up in conjunction with this national movement is clearly indicated in the many striking examples of those who have increased the sales of paints and varnishes and considerably enlarged this department of their stores through adopting these methods. And what the retailer in general is accomplishing for the "Save the Surface" idea is also readily apparent, for it is the spreading of information and propaganda of this nature which will bring the general public to a realization of the vital need for "Saving the Surface," and teach their revised version of "Why We Paint," not for its decorative results alone, but for its preservative and protective value.

Waste Advertising Appropriations

THAT AN association organ should be that only and not pretend to give service to advertisers is the important principle which has been adopted by the Associated Advertising Clubs of the World in regard to "Associated Advertising" which in future will not sell space. This decision by an organization of leading American financial, manufacturing, mercantile and other business concerns is a highly important one in the field of advertising and publicity.

Congratulations to the Associated Advertising Clubs in taking this stand are offered by Printers' Ink which points out that the Clubs "can now take a fearless stand in their opposition to nondescript mediums which are organized and conducted solely for the purpose of producing revenue and for which there is no real need in the field."

Particular emphasis is laid upon Trade Associations as offenders in this respect. We read:

"Trade associations have been our greatest offender in this respect. Advertising-soliciting organs of this sort are started for many reasons, but generally with the hope that the revenue thus raised will help to defray the expenses of the Association. Thus the organization launches itself into a separate outside business about which it knows nothing and which it conducts merely as a side-line. The fact that in most cases these publications are money-losers does not deter others from trying to be the exception.

"From the advertiser's standpoint, the greatest objection to nondescript mediums is that they subtly dissipate appropriations. In one guise or another, these mediums levy peremptorily on the advertiser's funds and thus exhaust appropriations, leaving the advertiser with the mission of his selling campaign unaccomplished. This is one of the most crying evils in advertising. The Clubs and in fact every legitimate advertising interest, should join hands to stamp it out."



Keep the Slogan Intact

Honor The "Save the Surface" Design

By WM. C. DOVER, Associate Editor, Hardware and Metal

IN THE "Save the Surface and You Save All" campaign, there has developed a movement bringing material benefit and emphatic gain to all sections of the paint industry. These beneficial results have accrued to all in proportion, according to the share of co-operation and support with which they endorsed the undertaking.

It is also noted that up to the present, the "Save the Surface" idea has received the unanimous approval and enthusiastic backing of practically all associated in any way with the paint and varnish industry from the largest manufacturer to the smallest retailer. Each in turn, have felt during the past few seasons since its birth the evident results of the campaign, which has obtained a fair measure of success.

This colossal and uniform endeavour to "Save the Surface" contains as its basic foundation the "preservative value of paint." The preservation of property through the protection of adequate coats of paint, is the keynote of the campaign, and the objective is to spread this knowledge broadcast to the remotest corner of civilization, until it not only becomes a household word but is also a universally accepted truth. And in emphasizing the protective qualities of paints and varnishes, there has indirectly resulted an immense saving to the Dominion of Canada, and consequent benefit to the community at large through enhancing and insuring in this manner the value of property from coast to coast.

THE "Save the Surface" campaign has tasted the sweets of the fringe of success, but there yet lies ahead a tremendous amount of educational work to be done before the full glare of the spotlight of complete accomplishment will be directed upon this movement. Therefore, any adverse or thoughtless action that may tend to handicap the forward march of progress in "save the surface," will also unconsciously yet automatically mar the present effect and detract from the good that has already been accomplished in this direction.

As duly representative of this cohesive effort on the part of an international industry, certain distinguishing marks and an impressive slogan have been adopted, which have both become universally recognized as associated with this idea, and with that movement only. Founded upon such idealistic motives and with the endowment of special characteristics outlined herein, the "Save the Surface and You Save All" campaign rapidly advanced from the embryo stage, until today it contains promise of being able to develop — during the ensuing years—into an outstanding achievement in the business world.

ANYTHING which would tend to postpone the stage of accomplishment would no doubt be uniformly regretted by all associated with the paint industry. Any move, however innocent, which might detract from the future possibilities of furthering the aims of "Save the Surface" would undoubtedly be avoided by all connected with the idea and who have in any way felt the encouraging influence of its work. It is certainly to be regretted therefore, that signs have recently developed which indicate that the former uniform aim of the paint industry of this Dominion is in danger of being sidetracked through the unconscious preference for individual gain. However unwittingly any such action has been undertaken by the individuals concerned, the harmful effects of this development are nevertheless apparent. Undoubtedly any such action is merely a reflex of thoughtlessness on the part of those who may attempt to copy or misuse in any way the specific mark and slogan which is the identical property of the "Save the Surface" idea alone. But the fact remains that to utilize this distinguishing mark in any other manner than the original way for which it was primarily conceived, is to misappropriate the reward for the years of effort which have been put into this movement and the investment and organization which lies behind it.

The principle underlying the "Save the Surface and You Save All" could have been—perhaps also as literally—appropriated by other industries with possibilities of more or less success. Producers of facial and massage creams and other toilet preparations could have utilized this slogan. Again, it might have been aptly adopted by those interested in the sale of fertilizers designed for the saving of the soil, or the preservation of other matters. Boot and shoe manufacturers might have copied this Saving the Surface idea with only a slight variation in its characteristic truth to suit their own particular needs. Makers of floor coverings, linoleums and rugs had the same opportunity to copy the results and to garner the heritage of the paint and varnish industry. Dry-cleaning plants might have also adopted some partial formation of this specific mark and theory, for the general applicability of the slogan to other fields of endeavour in no way detracts from its effectiveness if applied to the needs of only one particular line at a time.

BUT no. They one and all allowed the "Save the Surface" idea in its entirety to remain intact; the sole possession of its originators. The movement, the slogan and the trademark each received the esteem and careful observance of other branches of commercial enterprise.

That such idealistic instincts should be reflected throughout the length and breadth of business in general, without any forcible supervision from those most directly concerned, should surely serve as an object lesson to guide the erring footsteps of those who might have gone astray within the paint industry itself, to a realization of the false atmosphere which surrounds any action of this nature. A review of the attitude adopted by other manufacturers merely emphasizes the impression which is being made by those who may be unwittingly encroaching upon possessions of the industry as a whole.

To find the first serious attempt at copying and utilizing the specific marks belonging to this idea being employed for individual purposes by those within the paint industry itself, who are in a position to know the entire facts in connection therewith, is doubly surprising. And the obvious conclusion is that this has been done—perhaps hastily—without due consideration. It may just be the mistake of innocent supporters whose viewpoint has not yet been tempered sufficiently by experience.

LET us for a moment consider the policy laid down by the advisory board of the "Save the Surface" campaign, stating the conditions under which the use of the slogan and design is permitted.

In paragraph One is noted the following excerpt:—"In order that no one individual, firm or corporation may appropriate a benefit which is intended tot be enjoyed by the entire industry, the use of the "Save the Surface" slogan (words or design) in any form—partial, complete, paraphrased or imitated—is unethical, illegal and strictly prohibited."

While in section Three, the following sentences are of importance and bear directly on this situation referred to:—"The slogan, where used, ... must always be in its standard form, with no change in wording. No additional words may be included within the design (sweep of the brush)."

THE future legitimate expansion of the "Save the Surface" campaign is threatened by even any suggestion, however slight, of action contrary to these instructions. If the valued work of the "Save the Surface and You Save All" movement is to continue untrammelled toward its goal, all forces and sections of the paint and varnish industry should unite in rescuing its slogan from the false clutches of imitation. If the merited rewards for the past few years of untiring effort are to be experienced and enjoyed in their full measure by all associated with the influences of the idea, then a unified and bold front should be presented against the threatened invasion of traditional rights. To the individual, to the various units and to the organization, the call goes forth:—"Save the 'Save the Surface' slogan and trade mark, or lose all the blossoms of the past, the bloom of the present and the buds of the future."

Do You Co-Operate With Your Salesmen?

Here is a Suggestion for the Merchant in Getting in Closer Touch With the Employees—To Help the Sales Force Get the Spirit of Their Employer—Transferring the Merchants' Enthusiasm to All Associated With the Store

DURING recent years Hardware and Metal has given prominence to a large number of articles showing why retail clerks should co-operate with their employers. This question has been discussed from various angles, many of these having appeared in the special department, "For the Man Behind the Counter."

This article, however, is intended primarily for the merchant, suggesting closer co-operation with the employees—making semi-partners of the sales force and enabling them to catch the spirit and enthusiasm of their employer in reaching the goal desired.

MERCHANTS who have been conspicuously successful frequently grant interviews to magazine or newspaper representatives, and these interviews provide interesting and beneficial reading for other merchants. An interview that probably has impressed many merchants was published recently, quoting a nationally prominent merchant as saying that he attributed his unusual success to "the co-operative idea."

This merchant said he ascribed the success of his business to his happy faculty of being able to secure co-operation from his clerks. No matter how many sensible selling plans he evolved early in his business career, this merchant found the results disappointing. For some reason the plans did not work out as well in actual practice as he had expected while mapping them out with his pencil. Careful scrutiny of the plans "before and after taking" convinced this merchant that every plan had been practical. He sought the reason for their failure and decided that his sales force had not caught the spirit of their employer.

Setting the Goal

As soon as he was convinced that he had located the trouble this merchant systematically began transferring some of his own enthusiasm to his sales force. Peppery bulletins were distributed among the employees. Gradually the salesmen caught their employer's viewpoint and they "got wise" to the goal their employer had set for his organization. A remarkable increase in sales was evident within a week and this increase remained in evidence until this merchant retired from business.

Another merchant who was experiencing difficulty in getting his sales force to co-operate evolved a scheme that proved surprisingly efficacious. His plan undoubtedly will prove interesting and suggestive to other merchants similarly situated.

First, this merchant set a goal for himself and for his sales force.

He called his salesmen together in the rear of the store one dull afternoon and asked every employee to come to the store next morning just five minutes earlier than usual. He requested every employee to bring with him just one suggestion that appealed to the originator as likely to increase the store's sales next month.

A Good Resolution

Next morning the merchant was momentarily disappointed when only one salesman responded to his request for the suggestions he had asked for the day before. It developed, however, that the salesmen had arranged to meet the night before to "get together" on a practical plan for swelling the store's sales. The salesman who responded had been appointed spokesman for the entire sales force, and the plan he unfolded before his employer had been evolved by all the salesmen the previous night.

These salesmen had unanimously adopted a resolution that they would exert every effort in future to keep in mind that every customer coming into the store represented a definite investment by the store.

For instance, the salesmen figured that it cost the store $1,100 for overhead expense, which included advertising, lights, water, heat and rent. With this monthly expense of $1,100 as a basis, the salesmen decided that if 2,200 customers came into the store during a month, each customer represented an investment of 50 cents.

Every salesman in the store resolved that he would sell every customer at least enough merchandise to offset this investment of the store. Strict adherence to this resolution to interest every customer in sufficient merchandise to cover the store's overhead expense on him has resulted, the merchant says, in a very perceptible increase in sales. Naturally the salesmen do not achieve their ambition with every customer, but that unanimous resolution has had the effect of indelibly impressing upon every salesman that it costs the store something to "wait on" a customer.

This same group of salesmen later resolved that too few customers came into the store. Realizing that an increase in the number of customers meant a decrease in the store's overhead expense on each customer, the salesmen evolved a plan to induce more customers to enter the store.

Each week every salesmen jotted down suggestions for window displays. These were turned over to the men detailed to arrange the displays, and records of the store show that more than 50 per cent. of these suggestions have been adopted. Records also show that a marked increase in the number of customers has been registered. As no increase in advertising appropriations was made, this co-operative window display idea is entitled to the credit.

This spirit of co-operation has now extended to other phases of the business. A salesman who succeeds in selling a difficult customer "tips" off his fellow salesmen concerning his method. Re-arrangements of stock occur frequently and every change soon is conceded to be an improvement. Suggestions from the salesmen in this store have revolutionized the business.

Making semi-partners of the sales force frequently proves a wise move, as merchants discover by actual experience.

OPPOSITE VIEWS RE SALES TAX

(Continued from page 41)

I could elaborate at length on all of the above points but I believe that all who have given the matter consideration and have no axe to grind but only the financial interest of the country in mind cannot but agree that for economy, simplicity and effectiveness this tax should be collected once only and that when the goods first find their way into circulation in this country.

Yours truly,
Jas. S. Orr.

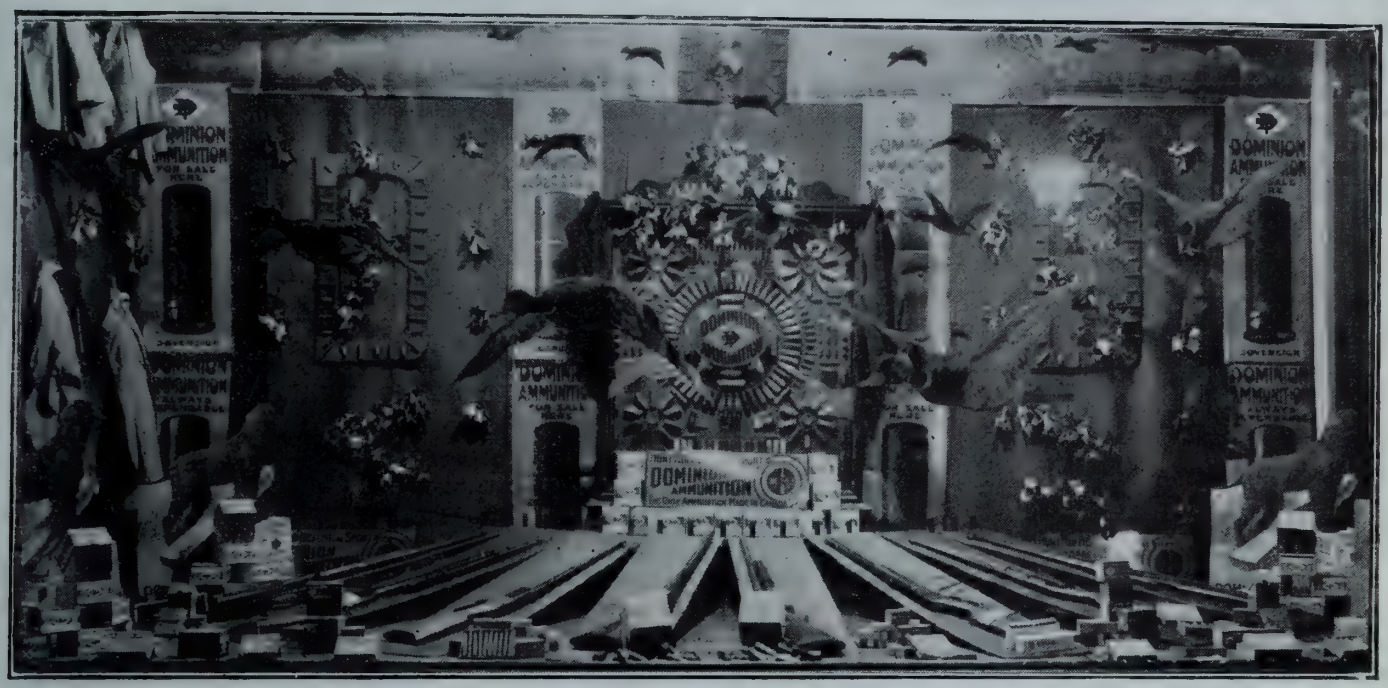
The Editor, Hardware & Metal,
Toronto.

Dear Sir:—

"Have read with interest the suggested amendments to Sales Tax, from the pen of Mr. Cluxton.—Mr. Cluxton, in a masterly manner, has outlined the amendments most favorable to the manufacturer which is only natural, he being one of them. I imagine we would all do the same. It would seem to me that the manufacturer has entirely lost sight of the difficulties of that most humble man and much abused man, by the consumer, the Retailer. We, speaking for the trade, and I think that you will find very few exceptions, do not wish to shun our responsibilities but it would seem as if the manufacturer has lost sight of the fact that until he is ready to retail, he is dependent on the retailer, either direct or through the

(Continued on page 72)

Suggestions for Seasonable Window Displays



This window contained an excellent assortment of ammunition, shot guns, rifles and general shooting accessories. Special effort has been made to put in an attractive background, while an idealistic result was achieved through the suspension of several life-like figures of ducks "on the wing." The cut-out of the hunter's dog adds the finishing touch to a display calculated to arouse the interest of the Fall sportsman.



Stoves, ranges and heaters offer a big field for seasonable window displays, and this illustration contains numerous other fast selling lines of Fall hardware, arranged in easy, yet effective styles. Active work on the part of the merchant should result in developing much business in the various products included above.

Events in the Trade

BUSINESS CHANGES

L. V. De Grandpre, hardware, Montreal, has assigned to Vinet & Dufresne.

The firm of Dubuc & Giroux, hardware, Montreal, has been dissolved.

The Hamilton Hardware Co., Hamilton, Ont., has been sold by H. F. Prelipp to B. Baxter.

SUFFERED FIRE LOSS

Considerable damage was caused by fire in the hardware store owned by Jos. Major, 1712 Church Ave., Montreal, on Tuesday this week. The flames apparently originated in the basement, but no cause could be ascertained.

HARDWARE STORE ROBBED

The hardware store of the Canadian Investment Co., at Huntoon, Sask., was recently entered by robbers and goods to the value of $75 were reported missing, while the cash register with the money it contained was also removed by the thieves.

ROB OSHAWA STORE

The hardware store of R. S. Virtue, Oshawa, Ont., which was recently entered by thieves, was again the objective of burglars, about $17 in cash being taken.

PERSONAL

W. G. Harris, president of the Canada Metal Co., visited the Montreal branch this week.

A. T. Barnett, assistant purchasing agent Lewis Bros. Ltd., was married in Montreal on Thursday of this week, to Miss Margaret McCormick, also of this city.

John Richardson of Richardson & Bureau, Montreal, returned on Monday of this week from an extended visit to England and other European countries.

E. H. Johonnot, director of sales, Dominion Cartridge Co., is severing his connection with this firm on October 1, to enter business for himself in Los Angeles, Cal., as a manufacturers' representative. He started as salesman for the Dominion Cartridge Co. sixteen years ago, and continued in this capacity until he was appointed Western manager with headquarters in Winnipeg. He was later transferred to Montreal receiving the promotion to director of sales.

Frank H. Butcher, formerly representative of the Canada Paint Co., Ltd., in Eastern Ontario, has taken over the agency for the Beeby Range Company, Limited, of Ottawa.

PERSONAL

Gordon S. Eaton, for several years past the manager of the hardware department of the E. J. Coles Co., of Woodstock, Ont., has removed to Hamilton, where he will enter the retail business on his own behalf. Prior to his leaving for Hamilton, Mr. Eaton was honored by the members of the staff o the E. J. Coles Co., who presented him with a leather club bag, along with their best wishes for his future success.

WESTERN CANADA NEWS

D. V. Thompson, manager of the J. H. Ashdown Hardware Co., Edmonton, Alta., is on a business trip to head office, Winnipeg.

Winnipeg.—Building permits issued during the week demonstrate that there will be considerable construction work carried on for the next month or more. Permits for the week reached a total of $104,900.

MERCHANTS' ASSOCIATION GROWS

The annual report of the Merchants' Association of Montreal, read at the annual meeting of that body and presided over by W. A. Doig, records substantial growth of the organization, and a satisfactory year, both as regards finances and work accomplished.

CANADA'S TRADE IMPROVES

That Canada's foreign trade is on the up grade is shown by August returns when imports and exports have a value of $140,741,000, an increase of $9,560,000 over July and of $7,300,000 over the June figures. Compared with August trade in 1921, there was a gain of $14,000,000 last month. Although these values are considerably less than two or three years ago, the material fact is that the gain is continuing in these later months. Another feature is the excess of exports over imports, the returns of the month under review showing that the former exceeds the latter by $6,000,000.

DISPLAYS FIREPLACE FIXTURES

Kingston, Ont.—The coal shortage is boosting the sale of fireplace fixtures here. The firm of McKelvey & Birch took the occasion to make a special display in their local newspapers this week for the sale of basket grates, andirons, fenders, fire sets, coal hods, and spark guards.

SCARFE'S RETAILING PAINTS AND VARNISHES

Scarfe & Company, Ltd., Brantford, Ontario, have announced the opening of a retail store to sell their products to the public at 109 Church St., Toronto.

U. S. STEEL CORP. MAY AGAIN RAISE WAGES

New York.—Although the United States Steel Corporation advanced wages of unskilled and other labor on September 1, reports are in circulation again predicting that another increase in wages may be expected within the near future. It was asserted that, despite the increase announced by the corporation, and immediately followed by the independents, many steel companies are still handicapped in their operations because of a shortage of labor.

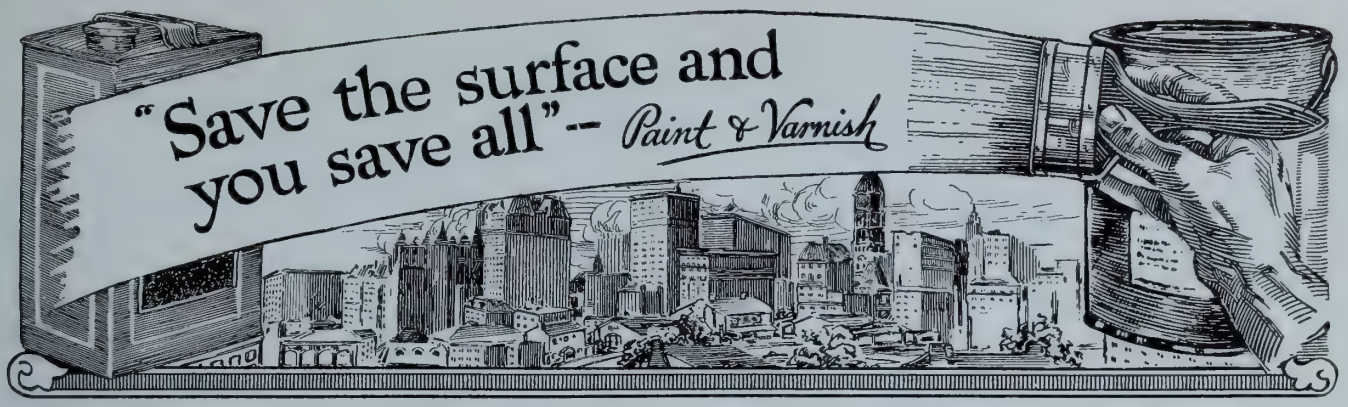
EXHIBITS AT CONVENTION

One of the special features of the Retail Merchants' Association convention to be held in St. John, on October 10th and 11, will be an exhibit made by manufacturers and wholesalers in the convention hall. This is a new department and is expected to prove interesting, considering that there will no doubt be a large percentage of the New Brunswick retail merchants present, representing all classes of business. There will also be an address by E. M. Trowern, secretary of the Dominion Board, and arrangements are under way for an address by J. A. Banfield, president of the Dominion Board.

ELECTRICAL HOME IN MONTREAL

A new electrical home, arranged for exhibition by the Electrical Co-operative Association, was formally opened by acting Mayor H. B. Seybold, sales manager of Starke-Seybold, Ltd., Montreal. The house, is primarily designed to show the advantages of having sufficient wiring to insure outlet for lighting; fixtures and appliances located in convenient and acceptable places, and also to enable the public to become more familiar with a home that is fully equipped with electric power.

Features in the house include, self-lighting clothes cupboard, electrically wired dining room tables, tea-wagons, electrically equipped sewing room and laundry, a kitchen supplied with electric range and dishwasher, and also a number of smaller articles such as devices to enable the housewife to whip cream, make mayonnaise and sharpen cutlery. The dressing tables are supplied with small electric hair dryers, vibrators, violet ray sets and curling tongs. In the nursery are found electric milk warmers, heating pads and a portable heater. The bathroom contains shaving requisites, including a heated water supply obtained from an electric heater in the basement.



Awards in "Save the Surface" Contests

Prize Winners "Save the Surface" Window Display Contest

First prize, $50.00, Falconers, Limited, Winnipeg, Manitoba.

Second prize, $40.00, Smellie Bros., Russell, Manitoba; window trimmed by L. V. Smith.

Third prize, $25.00, W. H. Lake, Queen St. West, Toronto; window trimmed by M. H. Schaefer.

Prize Winners "Save the Surface" Newspaper Advertising Contest

First prize, $50.00, Mills Hardware Co., Limited, Hamilton, Canada.

Second prize, $40.00, The Paint and Arts Supply, Calgary, Alta.

Third prize, $25.00, Smellie Bros., Russell, Manitoba.

ANNOUNCEMENT of the prize winners in the Save the Surface window display contest and newspaper advertising contest appears on this page, and the prize winning window displays and advertisements are reproduced on the following pages.

Six cash prizes were offered by the Save the Surface Campaign Committee, three prizes of $50.00, $40.00 and $25.00 in the window display competition, and prizes of a similar value in the newspaper competition.

The competition in the window display contest was open to any dealer or dealer's clerk. A condition of the competition was that the Save the Surface window trim and slogan should be a part of the display. Preference to be given to those windows which illustrated to the greatest advantage the idea of protection and preservation as embodied in the Save the Surface idea.

In the newspaper competition it was open to any dealer or dealer's clerk, for the best paint and varnish advertisement appearing in the local newspaper. A condition of the contest was that the Save the Surface slogan must form a prominent part of the advertisement. Awards were to be based on the uses of the Save the Surface argument in the most unique and novel way to attract the attention of the local trade.

Greater interest was exhibited in the window display competition than in the newspaper competition and an examination of the three prize winning windows will show that there was keen competition and that the hardware trade can certainly link up to splendid advantage with the Save the Surface campaign, through the medium of good window displays.

The winning displays will furnish ideas which may be copied by hardware window trimmers in all parts of Canada. They furnish ideas which may be used to advantage in window displays at almost any season of the year.

A very close examination of the displays is necessary in order to observe many of the splendid selling features. It is unfortunate but nevertheless true that in the reproduction of a window display many splendid features are lost and very close examination is necessary in order to get a true perspective of the window as it actually appears.

Hardware and Metal in reproducing the prize winning windows on the following pages, hopes that they will furnish many ideas for window trimmers in other parts of the Dominion. The "Save the Surface" campaign committee deserve credit for the great interest which they are exhibiting in the hardware trade and for their effort to secure the cooperation of hardware merchants and clerks, which is a very necessary and important link if the best results are to be achieved by all interested in the "Save the Surface" campaign. The campaign is one which if carried on successfully will not only produce splendid business for all paint and varnish manufacturers, wholesalers and retail hardware merchants but will also prove of inestimable value to the entire Dominion of Canada, and on this account is worthy of the support of all those who have the best interests of Canada at heart.

The judge of the contest was G. D. Davis, manager of Hardware and Metal, who made the final decision. The announcement of the contest stated that the Save the Surface Committee would act as judges. Asking Mr. Davis to act as judge of the contest the Save the Surface Campaign Committee through their secretary, Mr. Benison, wrote as follows:—"The fact that it has been the announced intention of the committee to judge these contests was not overlooked, but it was felt that owing to your peculiar aptitude in such matters and the facilities and experience you possess, you would be conferring a favor on the committee if you undertook this work and any decisions arrived at by you could in no way be considered as anything but absolutely impartial, whereas in the case of the committee their decisions might come under some criticism. You are at liberty to give such publicity to these views as you may see desirable. Expressing the thanks of the committee in your kindness in consenting to act."

Readers of Hardware and Metal will find in this issue not only the announcement of the prize winners and reproductions of their work, but also a great many other articles which should prove of real value to the trade during the fall and winter months. The "Save the Surface" idea if followed out offers an unlimited number of opportunities for retail hard-

(Continued on page 56)



ONE OF THE *many features of the above display is its effective simplicity. The entire display is well balanced and the onlooker is not confused by attractions which will divide attention or take the mind away from the big idea of "Saving the Surface and You Save All," which is the underlying keynote of the display. The background provides a very realistic reminder of some of the forces of destruction at work.*

First Prize Winner

ABOVE is shown the first prize winner in the window display competition. This display entered by Falconer's Limited, Winnipeg, tells the story at a glance. In entering this display C. C. Falconer described the display as follows:—

While we believe the photograph quite clearly pictures the lesson we are attempting to bring before our trade, nevertheless, we respectfully desire to draw your attention to a few matters pertaining to the subject for consideration of the contest judges.

Our Falkirk avenue store is located in a district populated by citizens of many languages and a large portion of them are not too familiar with the English language and we felt the need of making "The Save the Surface and you Save All" paint and varnish lesson striking, and illustrated with but few words, as well, using miniature buildings of a design common to such localities.

Further it is quite impractical to show but one kind of distressing weather in one season and we believe a scene picturing an angry storm approaching would have a more decided effect on the mind of the onlooker and instantly draw the proper decision as to which house surface would most satisfactorily resist the average weather conditions. We further attempted to link up the window with a nationally advertised line to reach the benefit of promotion work, and this will explain the bulletin sign shown in the rear. The cans of paint shown on each end of the photo. we felt, are quite necessary to link up the prospective paint used with the brand we sell. The illustration showing the bit of preserved property as a result of the "Save the Surface" has also grounds showing the lawn effect, gravel walk, and roadway. Due to the fact that the floor of our window is at a height from the side walk to insure passers by to get a quick view of the contents, the



In Window Contest

photographer was unable to arrange the camera close enough to get the lawn effect in the photo and at the same time produce the whole window which is 20 feet long.

We mention the matter of ground effect surrounding the painted house so as to produce a further thought, and this is, painting not only leads to Saving the Surface and decorating, but also generally brings about the tidying up and putting in shape of the grounds surrounding the property to the extent that the owner or tenant is classified as a better citizen.

We frankly ask your consideration for our Save-the-Surface Window as one teaching the lesson consistent with the class of trade which we are serving, which we feel is a point worthy of your consideration and in conclusion we assure you that our Save-the-Surface Window has been the best drawing window exhibit we have produced in our 15 years of business, and as a business builder, paint and varnish dealers should take advantage of the opportunity and link up closely with the Save-the-Surface propaganda and get in the way of the trade the Save-the Surface Campaign is causing.

Readers will notice the great care which has been taken in the arrangement of this window, the painting in the background representing the elements in their fury, the protected and the unprotected buildings, the results of neglect and the results of Saving the Surface, the neatly painted and well preserved fence and the unpainted fence which is rotting away owing to neglect, the neat show cards giving their messages briefly and to the point. Some of the details of the window show cards are lost in the reproduction but beside the painted and unpainted buildings is a card directing attention to the fact that rot and rust is the result of not protecting buildings.

(Continued on page 53)

THE FALCONER *window is an exceptionally large one, but window trimmers with smaller window display space, can follow out many of the ideas incorporated in the Falconer display. The buildings and surroundings picture actual conditions which may be found in almost any part of Canada. A vivid contrast is shown. The results of neglect as compared with adequate paint and varnish protection are immediately apparent.*



Second Prize Winner in the

THE SECOND prize in the Save-the-Surface Window Display Competition was awarded to Smellie Brothers Limited, Russell, Man.

This display was dressed by L. V. Smith, who has been asssociated with this company for several years. A description of the display furnished by the contestant reads as follows:

The object of the display is "Contrast" which is shown in the left of the photo by the unpainted building made of old shingles weather worn and broken. Display cards bearing the words "Guilty or Not Guilty?" "Left to the mercy of the weather," "Does your house need painting?" help to emphasize the need of paint and varnish. Old vines were used on the building and in and around the front were distributed old tins, bottles and debris, which greatly helped to produce the dilapidated appearance. The centre of the window was built up of a half circle colored alternately in blue, yellow, red and green, as design submitted. In the foreground were placed the models of a modern house and barn and paint display cards. Directly in the centre was placed a small revolving motor to which were attached four ribands bearing the same color as the background, the ends being fastened to the ceiling. A card worded "One good turn deserves another"—"Save the Surface and you Save All" was put on the plates which kept revolving.

The right section of the window was a model house nicely painted in cream with green trimmings, with white verandah and railing. A small set of Christmas tree lights was attached to the eaves which greatly added to the bright appearance.

Minor details such as small rain barrel, screen door, window curtains and shade were very favorably commented upon. The display was used in conjunction with the newspaper ad and was instrumental in selling several house painting jobs besides scores of smaller jobs inside.

Contrast Object of Display

A NUMBER *of novel effects have been employed in the above display, arranged by L. V. Smith for Smellie Bros., Russell, Manitoba. The object of the display is "Contrast." Quite a number of show cards, "Brighten Up Week" slogans, and "Save the Surface" slogans have been used in the display. In endeavoring to show a contrast in the larger buildings, it will be noticed that different types of buildings have been used, both in style of construction and design. There are several attention-getters in the display. An effort has been made to link up the "Brighten-Up" idea and the "Save the Surface" idea.*

The window is an exceptionally large one which offers splendid opportunities for display purposes. A number of the novel ideas in the window can be used to good advantage in other paint and varnish window displays.

FIRST PRIZE WINNER

(Continued from page 51)

Beside the painted building is a neat card directing attention to the fact "Your home will be well dressed, protected, and increased in value if furnished with a coat of paint and varnish."

In the centre of the window, but appearing in the reproduction as though at one side, is a Save-the-Surface slogan linked up at one end with a card "Look at this scene" and at the other end the



"Save the Surface" Contest

words "And on this." In these striking examples of results, we get a good idea of the truth of the saying, that a good illustration is worth a thousand words.

There are many small details in this window which show up under the magnifying glass, but which are lost in the reproduction. Details, however, are very important in the original display because the public are always keen to criticise anything which may be lacking in a display of this kind. Details in connection with the construction of these houses were carried out faithfully and in such a way that few, if any, criticisms could be offered. The surroundings were quite in keeping with the buildings, and the fact that the window was not over-crowded gave the passer-by or the prospective purchaser who stopped before the window, a big story quickly told and almost at a single glance.

Neglect Brings Decline in Property Value

MANY say that they cannot afford to paint, and that painting is a luxury. Such is not the case, and the old saying "A stitch in time saves nine" is very applicable in this case. A survey of the property in any locality will show a notable number of instances where painting is an absolute necessity, and the proper argument put up to the owners of property based on good sound facts such as are expounded in "Save the Surface" literature, will bring many property owners to the realization that their property has been burning up, due to progressive oxidization, and that they have stood by and watched this happen without giving it a thought.

HOUSE paint-sales cannot be developed by waiting for them to come into the store. Prospects can be sought out. Houses that look shabby can be noted and their owners called on. Often the owners do not realize the loss on their investments by lack of paint, or the enhancement that is possible by the right use of the right paint. This is a selling opportunity and duty that the live paint dealer will not neglect nor pass up.

With the keen competition which exists at the present time in almost every line of sales endeavor, it would appear to be good business to go right out after paint and varnish trade rather than to depend too much upon the trade which comes into the store voluntarily.

Many Good Displays in Contest

A LARGE NUMBER *of splendid paint and varnish displays were entered in the "Save the Surface" campaign window display contest. In several instances the entries were splendid paint and varnish windows, but the contestants had failed to combine in them the "Save the Surface" idea, as effectively as might have been done under the opportunities provided. On the other hand, there were many splendid displays which were linked up with the "Save the Surface" idea as required by the condition of the contest, and in several instances would have been entitled to honorable mention if there had been any award of this kind provided for. In all probability quite a number of these displays will be reproduced later, and will give some idea of the window trimming ability which may be found in Canadian stores.*

Third Prize in Window Contest

THIRD prize in the window display contest was awarded W. H. Lake, Hardware, Queen St., West, Toronto. The display was dressed by M. H. Schaefer. The description accompanying this photograph is as follows:

This window was dressed by our Mr. M. H. Schaefer and represents his original ideas, making use of materials readily at hand in any hardware store. The underlying idea was that of emphasizing the protective value of paint and varnish, and of showing vividly the deterioration resulting from insufficient use of paint and varnish, compared with preservation resulting from the adequate use of paint and varnish. Wide use has been made of the Save the Surface literature in the window to good advantage.

The house was made of smooth wood taken from packing boxes. The roof was stained green and the chimney was painted a flat red, marked off with drop black. The body of the house was painted cream trimmed with brown, the door was grained a dark oak finish, the verandah floor was painted porch green, the fence painted white. Green paper was used for grass and two plants were shown to give the setting a well kept appearance.

The barn showing an advanced state of deterioration was made of decayed wood with doors unable to be fastened properly. Dried moss was used to represent straw. The fences were of decayed wood, and the gates held on loose hinges.

A large card was shown on each building, one stating, "Mr. Jones did not paint," the other stating, "Mr. Smith painted." Considerable crowds gathered, there being four deep in front of the window at certain periods. Much business resulted, the clerks being kept busily engaged in the paint department during the week the window was in. Some joking took place among customers who answered to the names of Jones and Smith and some good natured banter resulted in helping to drive home a personal touch. We now have more of the Smith type of customers than Joneses due to our efforts through display and personal selling, to convince prospects of the great value of paint and varnish as a preservative as well as a beautifier.

Attached are some of the comments heard from those who saw the window.

Lady and gentleman stopped before the window. The gentleman pointing to the unpainted barn, remarks, "It's true to nature. You see them like that all over the country. See the difference when the building is painted up."

A customer by the name of Smith came into the store one day though he did not require anything, and said, "I am glad you put Mr. Jones' name on the unpainted house."



A customer buying some paint in the store, said, "It's a good thing my name is Smith."

In many cases children have made some interesting comments in bringing their parents to see the display. Many of these children have made requests for the house when we are through with it. It is significant that there has been no request for the barn.

In this window there is a contrast which can be seen at a glance. The simple statements "Mr. Jones did not paint" and "Mr. Smith Painted," tell a big story in a simple way. A close examination of this photograph will reveal that an effort has been made to tell the story effectively, quickly and simply to the throngs which pass on a busy city street.

DEVELOP RURAL FIELD FOR PAINT TRADE

Written by Royal Cluxton

THE FALL is rapidly developing into as important a season in the use of paints and varnishes as the Spring, and in appreciation of this fact the "Save the Surface" Committee decided to "play up" on the Fall painting idea as a part of every advertisement.

Another very important thing is that a larger portion of the "Save the Surface" advertising this Fall is concentrated in the rural or farm journals reaching the farming population of this great Dominion.

This is a field that has been sadly neglected in Canada;—at least 90 per cent. of Canadian farm houses and barns are unprotected against deterioration from decay and rust.

Necessary Paint Investment

Another fact that is of great interest is that not only is paint and varnish a necessary investment of insurance on the farm to prolong the life of the property and reduce the repair and replacement expense but what is of even greater value to the old folk is that farmers must realize that if they are going to keep their children on the farm they will have to make the farm "attractive" and home like. Youth loves life and color and it is high time for the Canadian farmer to change from some of his primitive habits and apply the paint and varnish brush freely both outside and inside.

If the old folk on the farm will take pride in the upkeep of the farm and make it look bright and cheerful there will be less trouble about keeping farm help.

The Fall is the ideal time for the farmer to apply the brush as he has the time now to do it and the weather conditions are even more ideal for this work than in the Spring.

The farm offers an enormous and interesting field for development in the use of paints and varnishes in Canada.

Prize Winners Newspaper Contest

Prizes in "Save the Surface" Campaign newspaper competition, were awarded as follows:—

First Prize, $50.00, **Mills Hardware Co. Ltd.**, Hamilton, Canada.

Second Prize, $40,00, **Paint & Arts Supply**, 125 8th Ave., Calgary Alta.

Third Prize $25.00, **Smellie Bros.**, Russell, Man.



First Prize Winner



Second Prize Winner

The contest was open to any dealer or dealer's clerk. In the first prize winning advertisement, the Mills Hardware Company feature "Save the Surface" arguments and emphasize the chief purpose of paint and varnish. Emphasis is also placed upon the preservative qualities of paints and varnishes, the value of paint and varnish in preventing deterioration of property, tne value of paint and varnish in increasing the value of property, and also points out that paint and varnish can be used on a great many kinds of surfaces in addition to wood, plaster, etc. Reference was made to the necessity of "Saving the Surface" of iron, steel, concrete, etc.

In addition to the introduction in this advertisement, considerable space is devoted to "Twenty Surfaces and How To Save Them." Twenty illustrated panels tell how paint and varnish can be used in a great variety of ways. One of the good features about this advertisement is that special attention is paid to the importance of emphazing the uses and necessitv of paints and varnishes on a large number of surfaces which are bound to interest a great many people. In addition to emphasizing the importance of painting and varnishing buildings, the advertisement tells how to "Save the Surface" of wire fences, beds, stove pipes, refrigerators, linoleums, radiators, and many other surfaces.

The second prize winner, headed, "Nature Set Man a Wonderful Example," also makes use of a number of "Save the Surface" arguments and deals specifically with surfaces which may be saved with paint and varnish.



Third Prize Winner

The third prize winner, that of Smellie Brothers, Russell, Manitoba, is novel so far as layout is concerned. The reproduction which is in greatly reduced form has an even better appearance than the original advertisement. The judge of the contest secured opinions from three advertising experts to assist him in arriving at a decision as to the value of the decorative features of this advertisement and the soundness and the value of the argument used in the advertisement.

AWARDS IN "SAVE THE SURFACE" CONTESTS

(Continued from page 49)

ware merchants to cash in on paint and varnish business during the fall and winter months.

As announced in last week's issue, any window trimmers or merchants who wish to secure copies of this section of the paper showing the prize winning windows and who do not wish to mutilate their file copies of Hardware and Metal, can secure reprints of this section showing the prize winning windows by writing to the editorial department of Hardware and Metal, 153 University Avenue, Toronto, Canada.

Windows Provide Direct Appeal

THE WINDOWS provide the hardware merchant with one of the most effective mediums which it is possible for him to have at his command in connection with stimulating Fall interest in paints and varnishes. A few years ago the average customer of the hardware store was in the habit of viewing paint displays in the windows of the store for a few weeks only during the Spring season; and with such an influence at work, it is not surprising that the result at that time was anything else but that paint trade would concentrate around that season and be comparatively scanty in volume during the remainder of the year.

The change of sentiment which has taken place in recent years is evidence of the effectiveness of the hardware merchant's efforts in his own locality. By the use of window displays of paints and varnishes at all times of the year, the judicious use of local newspaper space to point out the advantages of paint and varnish at other seasons—in the Fall as well as in the Spring—and the special personal effort by the merchant and his sales force, the tendency has been changed until now much painting is done during the Fall and even in the cold weather. Customers have been brought to a closer realization of the value of "Save the Surface" in the Fall.

There are a great number of arguments in favor of painting at this time of the year, as will be found from a close perusal of the pages in this section, and the windows provide a good means of setting forth these arguments to local prospects. There are other means of bringing these arguments to the notice of prospective customers, but it will be found that the windows will be very helpful in this respect and frequently they can be made to support effort expended in other directions. The farmer will be greatly interested in knowing that he can greatly lower the overhead charges on his buildings and equipment by keeping buildings and implements well preserved with paint, varnish, etc. The housewife with a small family will be interested in knowing that there are floor finishes which will be unmarred with the tracking in of wet boots from the fall rains and winter snows. For the fall housecleaning the housewife will also be interested in wall finishes which can be easily applied, and the property owner will be interested in the value of paint in protecting property exteriors in view of continued high costs of construction. These points can all be effectively illustrated in the fall window displays and attention to them will be fully justified by results.

How Spreading the "Gospel" of "Save the Surface" Brought a Thirty Per Cent. Increase in Paint Sales

Watch for the Next Issue of Hardware and Metal

AN ARTICLE showing how the business in the paint department of the McClennan Hardware, Peterborough, Ont., increased over thirty per cent., will appear in the October 7 issue of Hardware and Metal. This represents the result of speaking to every customer that comes into the store—no matter what for—regarding the value of paint as a protection and preservative. That this method has brought responsive dividends within an appreciably short space of time is already apparent, the record of last year having been already surpassed by thirty per cent., with the best part of the season's activities ahead. Remarks by B. W. McClennan on how these results have been achieved, together with illustrations of the "Save the Surface" department and paint displays, will also be numbered among the features of this article.

Resisting the Effects of the Elements

Preservative Value of Paint and Varnish the Keynote in the "Save the Surface" Campaign—Broadcasting Knowledge of Surface Preservation Filling Decided Need in Paint Industry

Written for Hardware and Metal by A. J. WEBB

WITH the approach of winter, a strong and determined effort is being made to influence the property owner, who has not painted, to the advisability of doing so before the approach of the winter months. That this is really good advice cannot be denied, and it is here where the efforts and steady work of the Save the Surface committee is going to count.

For several years now this effort, steady, conscientious, logical and continuous, has been put forth and spread broadcast over the Dominion of Canada, and it may well repay us to briefly glance over just what it has accomplished.

Up to the time the Save the Surface committee really took hold of this proposition, paint was almost universally looked upon as a beautifier. It was very rarely indeed, outside of certain technical groups, that one heard paint referred to from the view point of its preservative qualities. Some of the professions, such as engineers, builders, contractors and so forth, had, of course, long known of the value of paint and varnish as a preserver, but it was not the main opinion of the ordinary man in the street, who, almost without question, associated paint and varnish with a "spic and span appearance"—as more or less of a "renewer" rather than the vital conserver, which it certainly is. The Save the Surface committee however, with their splendid set of advertisements, the considerable data they acquired showing the value of paint, and their general propaganda, has entirely changed all this, and to-day, go where you will, you will hear paint and varnish referred to as a preserver of property, while the man who paints regularly is not now looked upon like he formerly was, as merely desiring to see his property in spic and span shape, but he is accepted and recognized as a man of common sense, sound views and one who is a direct asset to his community.

Filled Niche in Industry

The Save the Surface committee, and the Save the Surface work accomplished by them, have filled in a tremendous niche in the paint industry of the Dominion of Canada. Now that we are gradually accomplishing the broadcasting of the knowledge of the preservative qualities of paint and varnish (all credit to the Save the Surface committee for so doing) the paint industry may look forward to coming into its logical sphere, where it certainly is not at the present time and where it never would arrive while paint and varnish were looked upon from the purely decorative point of view.

There are innumerable loop holes by which the property owner can escape his duty of painting up, if it is only spoken of as a decorator—as a beautifier, but when we turn to the real function of painting, pointing out, as the Save the Surface committee do, that wherever the surface is left unprotected that assuredly the property owner is losing out, then indeed do we touch the owner in his most tender spot, namely his pocket.

Better Development Ahead

While the work of the Save the Surface committee by spreading the knowledge of the properties of paint and varnish as a conserver, has been enormous, yet much remains to be done before we cash in to the fullest extent on the efforts that have been made. Looking back over the few years during which this campaign has been in effect, no one can deny that results have been increased sales, increased knowledge of the values of paint, all of which must tend towards the better development of the trade in general, and ever increasing sales for the dealer. It is to be hoped that each dealer—each person interested in the sale of paint—will stand solidly behind the program that has been launched by the Save the Surface committee, and cash in on the results that can undoubtedly be obtained by so doing.

"Save the Surface and You Save All" is a slogan of peculiar appropriateness. In these seven short words are combined clearly and succinctly the wonderful preserving and conserving qualities contained in paint. If you do save the surface you do actually save all, and it should not be difficult for the paint men, for the paint salesmen, for the paint dealer, to pass on to the general public, the message contained in this now famous slogan. It is founded on fact. It is no mere "catch phrase," it can be analyzed, dissected in whatever way we will, and yet the basic truth underlying the use of paint will be found intact.

Spread the "Gospel"

During the forth-coming short season before the approach of winter is it not opportune that each dealer, each person handling the sale of paint and varnish, should point out to those property owners who have neglected to paint just what they are going to lose—just what attacks their property is going to have, and just what losses (in actual dollars) they are going to sustain. No one is immune, whether he be rich or poor. the man that owns a row of houses is no better off in this respect than the artisan who has painfully saved up sufficient to purchase his own humble home. Decay and disintegration are no respecters of persons and unless the property of each and everyone of us is protected by a good coat of paint, then indeed losses cannot be avoided. Let us demonstrate at every point the value of paint and varnish as preservers. Point out the inevitable losses that are bound to accrue wherever property is left unprotected, and rest assured that the sales of paint and varnish will go on apace—each year they will grow, until finally the paint trade of the Dominion shall arrive in its proper legitimate sphere, which, we may add, should be very considerably higher than where it is at the present time. Let us all work enthusiastically, collectively and singly towards this object of spreading the gospel of "Save the Surface." Let us take our medicine by seeing that our own property is amply protected, and we shall then, unquestionably, reap the benefits to the full, which are contained in this great work.

Paint Manufacturers Take Stand on Sales Tax Question

Favor a Turnover Tax—Proposed Amendment to Present Act—No Option of Absorbing Tax

THE Paint and Varnish Manufacturers of Canada unanimously passed the the following resolution in convention September 21st, 1922,—

1st.—That we are opposed to the present complicated and expensive method of collecting the tax and favor a Turnover Tax to be applied to Manufacturers only and to Imports.

Failing in this, we ask that the present Act be amended to at least correct the present very unsatisfactory situation whereby Wholesalers holding Government Tax License have an advantage of 2¼ per cent. over Manufacturers in selling to retailers or consumers.

1st.—That the present Act be amended so that sales by manufacturers to wholesalers holding wholesale tax license for re-sale, be exempt from sales tax.

2nd.—That wholesalers holding Government Tax License collect 4½ per cent. Government Tax from retailers or consumers.

3rd.—That manufacturers continue to collect 4½ per cent. Government Tax from retailers and consumers.

4th.—That the collection of 4½ per cent. Government Tax by wholesalers and manufacturers be compulsory and with no option of absorbing a part or all.

Novel Ideas Which Aid the Merchant

Prize Competition for Best Decorated House

A PROMINENT lead in the campaign for "Saving the Surface" can be frequently established by retail hardware merchants through the announcement that a prize or prizes will be offered for the best and most attractively decorated house. Regulations governing a local competition of this nature are simple and limited; one being that the paint requirements must be purchased at the store putting on this campaign, and another that a time limit be set, thus encouraging the maximum amount of paint sales within a given period. The idea can be enlarged upon, according to the locality. If a prominent official, such as the mayor, can be secured as judge and the competition is advertised thoroughly, it should stimulate much interest in the possibilities of home painting and decorating.

Essays on the Value of Paint Protection

ANOTHER hardware merchant in a western town announced that cash prizes would be given to school children for the best essay on the value of paint as a preservative. This competition was divided into two classes—boys and girls. The age limit was between twelve and fifteen. In many cases, it was noted that where no idea of the "Save the Surface" qualitities of paint existed, the children usually made inquiries, sometimes through the hardware merchants, but generally of their parents or teachers. Thus a great deal of publicity was secured for the attributes of paint and varnish as a preservative, because parents and teachers who were lacking knowledge in this respect were compelled to study such factors in order to satisfy their interrogators. In this case, the chairman of the local school board acted as judge, and simultaneously with the competition, a strenuous campaign for fall paint activity was launched by this progressive retailer.

Instruct Customer in Method of Application

GIVING special care to the fact that customers who have been attracted by the "Save the Surface" idea will be able to apply the paint in such a manner that will easily achieve this object, is another method of bringing about satisfied paint customers who will not only bring in repeat business, but will also influence their friends in favor of the merchant who exhibits detailed attention to his customers' needs. If customers after purchasing paint, find that this is not as durable as was claimed by the merchant, or that particular surface they wished to protect did not receive the maximum degree of improvement from the application, they are apt to lose some faith in the basic principle of surface preservation on which they should be thoroughly sold at all times. Proper instruction in the correct application of the paint, therefore, is as necessary as seeing to it that the customer secures the right paint for the particular job he or she has in mind.

"Save the Surface" by Good Example

THAT the merchant selling paint must first himself be thoroughly sold on the "Save the Surface" principles, is considered one of the primary elements in a campaign for increased paint and varnish sales this fall. Faith in the proposition is absolutely necessary to permanent success, and to impart this faith or belief to salesmen and customers alike is a secondary phase in the expansion of the paint department activities. To this end, a good example in saving the surface of the store, both interior and exterior, is helpful. Brightness serves to attract, while the preservative value can also be fully emphasized. Delivery wagons, motor trucks, or other store accessories, also receive more or less casual notice of the prospective paint customer, and if the painting of the store or the stores' possessions has been neglected, this can hardly be counted upon as a helpful factor in influencing the prospective customer to paint and preserve his property now.

"Show 'Em How" by Your Personal Effort

A GOOD example in painting can be carried one step further in the direction of the merchant who lives apart from his place of business. If he owns a house, and neglects to paint it, he is passing up a wonderful opportunity for "showing 'em how." On the other hand, having painted any house of which he may happen to be the possessor, he has created a splendid advertisement for the protective and preservative value, as well as decorative attributes of paint, which should bring adequate returns over the counter. Such an example will serve to spread the Gospel of Saving the Surface far more effectively than mere precept could be expected to do, and it also includes a thorough knowledge and belief in the subject of paint on the part of the merchant.

Paint Insurance is Modern Necessity

"PAINT Insurance" is another potent argument in the extension of paint sales by the progressive retail merchant. Hammering home this fact in window displays, local advertisements, and numerous other methods has been the keynote to successful retail paint salesmanship. Almost anyone will admit the value of insurance, the large majority having been educated to this fact in fire and life insurance, as well as other lines. To insure buildings against fire is considered of vital importance by most property owners, but to insure against decay the hardware merchant can point out that loss through fire annually is much smaller than the terrific losses each year occasioned through neglect and deterioration.

Satisfactory Service in Small Purchases

MANY merchants have noted good profits in the sale of paint accessories, and such sales frequently lead to bigger things in the paint department. Putty, lead, window glass, brushes, turpentine, linseed oil and similar items frequently lead to the introduction of sales in shellac, stains, varnishes and paints, if not immediately, then at a later date. This is where courtesy and service exhibited by the salesman towards the small buyer, will also bear the right kind of fruit. The preliminary impression of the ability of the paint department to satisfy, is usually carried around in a remote corner of the customer's memory, and the need for further supplies of paint of any kind, is a gentle but most effective reminder.

Sell Finished Effect of Painted Surface

THE DEALER who sells a can of paint, varnish, enamel or stain should realize that he is not selling just so much material, but he is selling the customer a finished effect on a certain surface. When a customer wants some varnish for a floor, show him a sample of flooring (several pieces of flooring about 14 inches long, tongued and grooved and cleated in back) which are on hand, finished with the floor varnish you sell. The prospective customer thus sees exactly how the floor will look when finished with that particular varnish. The same plan can be carried through in selling enamels, stains, house paint, floor paint, automobile finishes, etc. It requires some time to get these samples, but they are very effective in closing a sale and in interesting new prospects.

to Increase Paint and Varnish Sales

A Property Improvement Club in Your Town

IN SOME communities hardwaremen have by co-operation assisted in bringing about a plan whereby those property owners who ordinarily might be unable to immediately finance the thorough painting of their properties, can secure the advantages of adequate paint protection before any deterioration sets in. This plan is the formation of a "Property Improvement Club" as a bank savings plan. It is found that people will save when they have a definite object in view and a convenient method of saving. As an indication of the extent to which people make use of such plans is the fact that last Christmas over 72,000 people in one of our larger cities received checks from banks as results of their weekly deposits in Christmas Savings Clubs. In much the same way the banks can be asked to organize Property Improvement Clubs which people can join on the basis of depositing 1, 2, 3, 4 or 5 dollars per week, for 50 weeks. The banks advertise why painting and repairing are important if property is to be conserved. In return for this the local paint trade distribute the bank's folders, put window cards in their windows, endorse the plan in meetings of paint dealers and paint clubs, in some cases devoting co-operative advertising in the newspapers to it, and help in every way to get the public to join a Property Improvement Club.

Prospect Card for Unconvinced Ones

SUPPOSING the paint salesman makes an active effort to interest a prospect in the brand of paint carried, extolling its merits and driving home the financial and enjoyment features of a newly, nicely painted home. If he fails to make the sale he should not let the matter drop. Make out a prospect card on which are blank spaces for the following:—Salesman's number, date, name of prospect, address, what interested in, information from, remarks. A space at the bottom of the card for promotion effort leaving space for date of letter sent, whom to notify, transferred and filed by, and date.

Labor Gives Place of Honor to "Save the Surface" Float



ABOVE illustration shows the float which headed the Painters' and Decorators' Unions section of annual Labor Day parade in Toronto. It is significant that Labor as a unit thus gave official recognition to a float which represented the "Save the Surface" idea, and which carried the emblem of this campaign in a prominent position. Painters and decorators have been among the ever-increasing number to benefit materially and directly through the stimulus to trade provided by the spread of "Save the Surface and You Save All" propaganda. The wholesaler and retailer are distributing channels in placing paints and varnishes before the consumer. Labor in this special group, however, can be looked upon as one of the important mediums of application. While in many cases the purchaser of paint products becomes sufficiently enthusiastic to the extent of performing efforts to Save the Surface, many others turn to the professional painter and decorator where extensive work is concerned. The more paint and varnish that is sold, therefore, indicates the provision of more work for the craftsman, and the genuine support of Labor to the "Save the Surface" campaign is the legitimate result of adopting this ideal for the industry as a whole. The float was arranged for the occasion by the Canada Paint Co., Limited.



Markets at a Glance

THERE have been more changes of an upward nature in the hardware markets this week than for some considerable time. In spite of the fact that the large majority of recent price changes have been increases, this tendency is still strongly in evidence and all current revisions place quotations on a higher level with but one exception.

THE budget of advances include the following items: Brass and copper rods and tubing, eavestrough, conductor pipe, ridge roll and valley, the Enterprise line of food choppers, crow bars, grub and pick mattocks, grub hoes, claw and tamping bars, rock and clay picks, Coe's knife-handled wrenches, skate screws and Jenkins knives. As briefly outlined in last week's issue, practically all tinware and enameled ware lines are advanced between five and ten per cent. In the ingot metal markets, prices on antimony and spelter are also climbing.

A NUMBER of rumors indicating pending changes of an upward nature are apparent, these affecting tarred felt, coal oil and ready roofings, while further advances in the future are considered possible on bolts and nuts, and other companion types of brass compression work.

SIGNS of unsettlement are still strongly in evidence in the wire nail market, the current base quotation being purely nominal and shading of this level to the extent of fifteen and twenty cents per keg being quite common. The lone reduction is on the Monty line of wood planes.

THERE is a very firm tendency in various iron and steel products and it is stated that some higher prices on wrought piping and kindred lines would not be surprising. Pipe fittings are described as firmly entrenched at the recent increased levels. The general feeling in bar iron is that prices have ceased to climb. The sheet markets remain active, with current quotations firm. In scrap materials, some signs of improvement are now recorded.

Montreal, Que.

MONTREAL, September 28.—The current hardware markets are again featured by a lengthy list of price revisions, most of the changes again showing the upward swing of the markets. As outlined last week, a general advance is quoted in prices of enameled ware and tinware, varying from five to ten per cent. Many of the lines are increased about eight per cent. Another important price change is announced on crowbars, grub and pick mattocks and grub hoes, all these goods registering higher prices. Advanced quotations are given on Jenkins valves, also on claw and tampering bars. Coe's knife-handled wrenches are increased in price, while a reduction is announced on Monty wood planes. This line of carpenters' planes is reduced ten per cent.

CROWBARS ADVANCED TO $8.00 PER 100 LBS.

Montreal.

An increase of twenty-five cents is made in quotations on crowbars bringing present price to $8.00 per 100 lbs.

HIGHER BOLT AND NUT PRICES PROBABLE

Montreal.

In discussing the probability of a further revision to higher levels on bolts and nuts with local manufacturers this week it was stated that while there is no present indication that higher prices will be announced in the near future, the undertone of the market has again developed a very firm tendency. Since the last revision, not many weeks ago, costs have materially increased and it is noted that advances have been recorded on American markets. With this tendency continuing it was thought altogether likely that Canadian manufacturers would follow suit. In one quarter it was reported that new higher prices were expected at any time.

FIFTY-CENT ADVANCE IN GRUB AND PICK MATTOCKS

Montreal.

Quotations on grub and pick mattocks show an increase of fifty cents per dozen, and both lines are now quoted at $9.75 per dozen.

STRONG COPPER MARKET FIRMS UP FINISHED GOODS

Montreal.

The undertone of brass and copper goods, such as sheets, rods and tubing, is described as firm, strength being added by the improved position of the virgin metal on primary markets. Although the buying movement of copper is limited at present there is a firm tendency both on domestic and foreign markets with a strong outlook for future, especially in the United States where supplies are not as heavy as formerly. It is pointed out by distributors of the finished products that quotations have shown little if any change locally for some time past, and with a continued firming in primary circles, revisions to higher levels would not be surprising. Unchanged quotations are as follows:

	Base
BRASS—	
Sheets, base	0 24
Rods, ½ to 6 inch, round	0 22
Tubing, Seamless, base	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

FAIR ACTIVITY REPORTED IN RANGE BOILERS

Montreal.

Range boilers quotations remain at the revision of two weeks ago when both the standard and extra heavy were quoted approximately 10 per cent. higher. The movement of these products is slightly improved over the past summer months, building operations of the dwelling house type requiring supplies, and a better call for installations in older houses before the colder weather sets in is being felt. The firm position of galvanized sheets and other products entering into the manufacture are said to be maintaining a fairly strong undertone in these goods. List prices with recently revised discounts are the following:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent. Extra heavy. 35 per cent.

STILL NO CHANGE IN BAR IRON PRICES

Montreal.

Local distributors of bar iron and steel products are watching the continued advance in base prices on other domestic markets with interest, but up to the present no change locally has been made. When the variation between these centres and the price locally was pointed out to one large dealer, he stated that undoubtedly replacement costs warranted a higher selling figure, but apparently local distributors were willing to sell at little or no profit. Increased prices have been expected on local markets for some weeks past because of the continued firming in production circles, but these have been withheld and even at the present time there is no definite indication in sight of developments in this regard. In the meantime producers state that the undertone of the market remains very firm, so much so that another advance in quotations to the distributing trade is not unlikely at any time. Following are unchanged price levels:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

NEW HIGHER QUOTATIONS ON GRUB HOES

Montreal.

New higher prices are now given on grub hoes, showing an increase of fifty cents per dozen. The 3½ lb. hoes are now $7.75, 3 lb., $7.25 per dozen.

VERY FIRM TONE IN WROUGHT PIPE MARKET

Montreal.

Wrought iron and steel pipe is again attracting attention, the market being in a very strong position. Although the present basis on which wrought piping is now selling, list No. 56, was only announced to the trade a few weeks ago, a further revision in an upward direction would not be surprising in the near future. Domestic producers draw attention to the fact that iron pipe has been recently advanced on American markets, while steel piping is expected to show higher prices in the not far distant future. Demand at the mills in the south has been exceptionally good during past months with deliveries in some instances many weeks behind. Mills locally also report a good movement for this season of the year.

ALSO STRONG TENDENCY IN PIPE FITTINGS

Montreal.

As in the case of wrought piping, fittings have again developed a very strong undertone. Since the revision of two weeks ago, when prices in general were brought to higher levels, production costs are said to be steadily on the increase. When discussing a further advance in these products with local manufacturers it was stated that there was no definite indication of such a change at present, but undoubtedly the tendency was upwards. There is a fair amount of business in fittings for this season of the year at the following discounts:

PIPE FITTINGS—

Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70 per cent.

NEW DISCOUNT ON COES' KNIFE HANDLED WRENCHES

Montreal.

Through a revision in discounts, higher prices are now quoted on Coes' knife handled wrenches. These are now quoted at less 30 per cent., former discount being 37½ per cent.

REDUCTION IN PRICES ON MONTY WOOD PLANES

Montreal.

Announcement is made by the manufacturers of Monty wood planes that prices on their line of carpenters' planes are reduced approximately 10 per cent.

JENKINS VALVES ON HIGHER PRICE BASIS

Montreal.

In sympathy with a stronger tendency in the undertone of brass valves, the Jenkins line have been advanced approximately ten per cent. Virgin copper, the basic metal in the manufacture of these goods, has displayed a firm market tone for some time past, and this tendency is now assisted by increased production costs in forming higher market values. Quotations on other lines of compression goods are unchanged, and there seems to be some difference of opinions with regard to the future trend of these products. While there is a tendency towards higher prices, the opinion is expressed that price levels will remain unchanged, for the present at least. Following are present discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	5%
Jenkins iron body, gate	25%

HIGHER PIG LEAD PRICE FIRMS LEAD PRODUCTS

Montreal.

Further strength in lead on primary markets add a firmer tendency in lead and zinc products. Quotations on ingot lead advanced recently on both European and American markets, this resulting in a substantial increase in local quotations. Spelter is also making further gains, while other metals which enter into the manufacture of these lines are reported on a steady to firm market tone. Quotations are unchanged, but following price levels are considered very firm.

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25
Do., stricty, lb.	0 22
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

CLAW AND TAMPING BARS REGISTER ADVANCE

Montreal.

Advanced quotations are given on claw and tamping bars. These are now quoted at $11.50 per 100 lbs.

SHEET STOCKS ARE GENERALLY IN FAIR SHAPE

Montreal.

All lines of sheets are unchanged on the local market this week, following the advance in galvanized sheets one week ago. Recent arrivals of this product from overseas have replenished stocks to an extent, and while certain firms report a temporary shortage of a few of the best selling sizes of galvanized, the trade in this locality are apparently suffering little through delayed deliveries from southern market centres.

Distributors now report a better call for Canada plate. Although much of this business was booked at an earlier date, there are a number of dealers who did not anticipate requirements, and are now entering the market for immediate deliveries. Prices in general remain firm at following levels:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 75
26 gauge	7 00	7 50
24 gauge	6 40	6 90
22 gauge	6 05	6 55
18—20 gauge	5 35	5 85
Other Brands—		
10¾ oz	7 00	7 50
28 U. S. gauge	6 60	7 10
26 U. S. gauge	6 30	6 80
24 gauge	6 15	6 65
22 gauge	6 15	6 65
18—20 gauge	6 00	6 50
16 gauge	5 85	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00

PRICES HIGHER ON ENTERPRISE CHOPPERS

Montreal.

Announcement is made of a ten per cent. advance on Enterprise food choppers, which goes into effect immediately.

HIGHER PRICES ON SOME INGOT METALS

Montreal.

Although there is a certain quietness in the ingot metal markets, prices in some instances are somewhat higher, doubtless owing to increased duties in the United States. The war situation, if it shows further development, may also further affect prices to some extent.

Higher Prices on Enameled and Tinware

Price Advances of From Five to Ten Per Cent. on Most Staple Lines—Galvanized Ware Remains at Recent Revision

AS ANNOUNCED in last week's issue of Hardware and Metal, prices on practically all enameled ware, granite ware and tinware products have been advanced. With few exceptions all lines are now from 5 to 10 per cent. higher, the more staple and better known products showing a price increase of approximately 8 per cent. This is the most general revision made since the announcement in December last year when nearly all products in both tinware and enameled ware were reduced in price. Since that date changes of a more minor nature have been made, including a revision to higher prices on certain copper goods early this year and a reduction in galvanized ware in June last. The latter line of products was again revised earlier this month, bringing prices to a higher level, and it is noted that these goods remain unchanged at the present time.

Manufacturers point to the higher cost of raw materials, particularly the various sheets used, as responsible for the present revision. The undertone of the market in general has been gradually strengthened by the advancement made in sheet markets, and other iron and steel quotations. From a production standpoint, the coal situation has a more or less direct bearing on the matter, fuel costs being higher, especially in more recent weeks.

It will be remembered that in December a substantial reduction was made, approximately 20 per cent., and manufacturers claimed that their lines were brought down to rock bottom in anticipation of market levels for future months. However, it is pointed out that rather than a continued easing in raw materials, prices remained steady for some time followed by an advancing market, until current levels are considerably higher than they were twelve months ago.

Following are revised quotations:

WARES—
- Britannic, list plus 5 per cent.
- Scotch Grey Ware, prices on application.
- Colonial, 35 per cent.
- Imperial Ware, 35 per cent.
- Pearl, 35 per cent.
- Diamond, 12½ per cent.
- Premier, 12½ per cent.
- Canada ware, 12½ per cent.
- Crescent, prices on application.
- Crystal, or whiteware, 50 per cent.
- Japanned ware, plus 10 per cent.
- Japanned ware, white, list plus 20 per cent.
- Plain and Japanned Sprinklers, list plus 10 per cent.
- Stamped ware, plain, 50 and 5 per cent.
- Stamped ware, retinned, 40-12½ per cent.
- Copper bottoms, plus 5 per cent.
- Tinners' Trimmings, plain, 50/5 per cent.
- Tinners' trimmings, retinned, 40/12½ per cent.
- Tinners, trimmings, general plus 5 per cent.
- Factory milk cans, list, plus 15 per cent.
- Milk can trimmings, list plus 33 1-3 per cent.
- Cream cans, write for prices.
- Railroad cans, write for prices.
- Sheet iron ware, list plus 10 per cent.
- Pieced ware, ordinary, list, plus 30 per cent.
- Pieced tinware, C.B., list, plus 40 per cent.
- Fry pans, Acme, 30 per cent.
- Fry pans, Quick Meal, plus 5 per cent.
- Spider, steel, plus 5 per cent.
- Fire Shovels, Japanned, list, plus 10 per cent.
- Steel Sinks, galvanized, plus 10 per cent.
- Steel Sinks, painted, plus 10 per cent.
- Light Galvanized Pails and Tubs, 10 per cent.
- Heavy Galvanized, Pails and Tubs, 10 per cent.
- Hollow Ware, net list.
- Garbage Pails, 10 per cent.
- Japanned Coal Hods, list plus, 40 per cent.
- Paper lined boards, 35 per cent.
- Wood lined boards, 10-10 per cent.
- Copper boiler, prices on application.
- Copper tea kettles, 5 per cent.
- Copper tea and coffee pots, 5 per cent.
- Stove and other pipe, 5 per cent.
- Stove pipe elbows, black and galvanized, 10 per cent.
- Galvanized coal hods, list plus 40 per cent.

Toronto, Ont.

TORONTO, September 28.—Practically all the market changes recorded this week are in the nature of advances. Higher price levels are now in effect on the following budget of hardware lines; eavestrough, conductor pipe, ridge valley and nosing, brass and copper rods and tubing, grub hoes, clay and rock picks, mattocks, crow bars and skate screws, while spelter and antimony feature the ingot metal markets with proportionate gains. Advanced quotations are in effect on practically all enameled ware and tinware products as briefly announced in last week's issue. Other increases are rumored to be pending on tarred felt, coal oil and ready roofing, while in addition, brass compression goods reflect a firm market tone and upward revisions on companion lines are considered probable.

HIGHER QUOTATIONS ON BRASS AND COPPER

Toronto.

Owing to recent developments in the virgin metals, copper and brass rods and tubing are now advanced in price to the extent of one and two cents per lb. The tone of ingot copper has continued to register strength during recent weeks and this tendency is now reflected in the prevailing quotations on the semi-finished products. No variation is announced on sheets, as an upward revision on these was put into effect a few weeks ago. While virgin copper is now showing some slight signs of weakness, this condition is looked upon as temporary, the statistical position being much firmer than was the case some months ago, when large stocks of scrap copper had to be disposed of. These supplies have now disappeared and with normal requirements

being in evidence during the ensuing week, no marked development of an adverse nature is anticipated. The current demand, however, during the winter months for both copper and brass goods, may remain moderate and such quiet conditions tend to detract from the present strength. New local prices follow:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22

COPPER—

Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

PRICES ON SKATE SCREWS NOW HIGHER

Toronto.

There has been a slight advance in quotations on skate screws, the revised price level being 48 cents per one dozen cartons.

RUMOR OF PENDING CHANGES IN ROOFINGS

Toronto.

The opinion has been expressed in certain distributing quarters that some advances in prices on ready roofings may develop in the near future. This rumor is stated to be based upon the developments in primary production centres, where an increase of between ten and fifteen cents per roll is forecast. No active confirmation of such a pending change has come to hand.

GRUB HOE PRICES AT HIGHER LEVELS

Toronto.

Quotations on grub hoes have also climbed this week, the revised local levels on these products being given on the current market quotation pages.

ROCK AND CLAY PICKS AT HIGHER QUOTATIONS

Toronto.

An increase of fifty cents per dozen is now in effect on both clay and rock picks. Revised local quotations on these products are given as follows:

CLAY PICKS—

5 to 6 lbs., per doz., $8.25; 6 to 7 lbs. per doz., $9.00; 7 to 8 lbs., per doz.; $10.00.

ENAMELED WARE AND TINWARE PRICES RISE

Toronto.

As briefly announced in last week's issue of Hardware and Metal, quotations on practically all enameled ware and tin ware lines have been advanced approximately five per cent. Changes of a slightly higher nature are recorded in the revised discounts now in effect on these products, which include graniteware, enameled ware, tinware, japanned ware, and companion lines. The new quotations are contained on the current market pages, as well as elsewhere in this section.

BASE PRICE OF $3.40 QUOTED ON WIRE NAILS

As intimated in previous issues of Hardware and Metal, much unsettlement exists in the wire nail market. The present situation has not been clarified since reference was made several weeks ago to the practice of shading the current base quotation. The present level of $3.65 Toronto, is purely nominal, as one local wire nail manufacturer has been known to sell retailers wire nails at a price as low as $3.40 base. Other distributors admitted to Hardware and Metal that difficulty is being experienced in keeping to the $3.65 level, shading of this to the extent of fifteen and twenty cents per keg being the usual practice, it having reached the stage where such price cutting is quite common.

MAY BE INCREASE ON TARRED FELT

Toronto.

An increase in the quotation on tarred felt is stated to be pending on local markets, the extent of this anticipated rise being 25 cents per cwt. This change has not yet been placed in effect, but the current trend of the market is described as decidedly upward

MATTOCK PRICES NOW FIFTY CENTS HIGHER

Toronto.

Both cutter and pick mattocks have been advanced in price, the extent of this change being fifty cents per dozen. The current higher quotations follow:

Cutter and pick mattocks, $10.00 per dozen.

CROW BAR PRICES ALSO SHOW ADVANCE

Toronto.

In conjunction with the general increase in prices on other products of this class, crow bars are now fifty cents per dozen higher. This change brings into effect the quotation of $8.50 per dozen locally.

BAR IRON PRICE AT $3.40 NOT UNIFORM

Toronto.

Generally speaking the local bar iron and steel market is without important feature. Prices are firm but unchanged. Although some advances were announced last week on steel bars, it has developed that the price of $3.40 is not representative. Certain distributors continue to adhere to the $3.25 quotation. It is a fact, however, that the $3.40 price obtains in certain quarters, as when the hardware trade and small lots feature the demand.

There is a feeling in the market that the pig iron situation should develop an easier tone now that strikes have been settled and coal is more easily available. It is pointed out, however, that accumlated orders must necessarily be disposed of before new business can be considered. Average current quotations follow:

IRON AND STEEL—

Mild steel bars, base	3 35	3 40
Mild steel bands, 3-16 in. base		3 90
Bar iron, base	3 35	3 40
Angle iron, base	3 45	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel	4 25	4 50
Norway iron		12 50
Toe calk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

SHEET MARKETS REMAIN ACTIVE; PRICES FIRM

Toronto.

Sheet markets remain active at the advanced prices as announced recently. It is felt that fair-sized stocks have been produced throughout the country, and that existing figures represent the peak. There are dealers, however, who think otherwise. It is stated that the current demand remains brisk, and well up to expectations for this season of the year.

The steel market seems to have been fairly well equalized by the increase in production that has just occurred since prices have not materially changed in the past fortnight and there is no definite upward or downward trend apparent at present.

Interest exhibited by steel buyers is confined almost entirely to prompt and early deliveries, little business being offered for December or first quarter. In some quarters the showing is interpreted as indicating that there will be a readjustment in the market before business for 1923 is taken on a large scale. Sheet prices follow:

BLUE ANNEALED SHEETS—

10 gauge, base	4 50
12 gauge	4 55
14 gauge	4 60
16 gauge	4 65

BLACK SHEETS—

18-20 gauge	5 30
22-24 gauge	5 35
26 gauge	5 40
28 gauge	5 50

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's	Hd.
28 gauge		7 75
26 gauge		7 50
24 gauge		6 90
22 gauge		6 55
18 and 20 gauge		6 05
	Premier and	Apollo
10¾ oz.	7 15	7 65
U. S. 28 base	6 75	7 25
U. S. 26 base	6 45	6 95
22 and 24	6 30	6 80
18 and 20	6 15	6 65
16	6 00	6 50
12 and 14	5 85	6 35

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'	5 20
Do., Do., 60's	5 30

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

MAY BE EARLY RISE IN COAL OIL PRICE

Toronto.

Recent advices received from southern gasoline markets indicate that both "gas" and coal oil prices are very firm. It is anticipated, however, that an advance in the price of kerosene will likely develop in the near future. There is also a much better demand for coal oil at this time of the year, while stocks are moving in a satisfactory fashion. It is considered doubtful whether gasoline will develop any higher prices, as the heavy season for this product is nearing the close.

Gas oil is also firmer. Many small consumers are using this oil to heat their homes and apartment houses, and consumption is of fairly generous proportions for this time of the year considering that the cold weather has not yet arrived.

SCRAP MARKETS SHOW SIGNS OF IMPROVEMENT

Toronto.

Generally a fair business is being done by local waste material firms, despite the facts that consumers on the whole have continued purchasing according to requirements only and that car and fuel shortage have been conditions to contend with.

Reflecting the upward trend of virgin metals, both lead and zinc scrap quotations are relatively higher this week.

Copper scrap showed every indication of becoming stronger and some fair-sized parcels were disposed of, but it later closed with the market slower and consumers showing no disposition to purchase. Red brass also slumped after having been in fair demand.

Cast iron still continues strong, with an upward tendency. There is an advance in cast iron of $2.00 a ton. This is a notable advance in the market, which was already strong and high. The usual averages of dealers' buying prices for fairly large quantities are as follows:

SCRAP MATERIALS—		
Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper and wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	6 60	1 00

BRASS COMPRESSION GOODS REFLECT FIRM MARKET

Toronto.

No further developments have been recorded in the market for brass compression goods since the increase on certain lines of valves announced last week. In conjunction with this upward revision, it was anticipated that similar changes may take place on companion lines, but no announcement to this effect has as yet materialized. The following are, therefore, current local discounts on these products:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

PRICES ON ANTIMONY AND SPELTER CLIMB

Toronto

Very little new activity has been manifested in the non-ferrous metal markets during the week. About the same amount of business is moving while prices remain practically unchanged, except in the case of lead and antimony, where slight advances are recorded. Orders are well scattered.

Tin has continued to fluctuate, first showing a recovery and later weakening again. Spelter, however, is still climbing.

COPPER.—A firm tone prevails in the copper market, with both statistical and commercial positions remaining on the road towards general improvement. There is just a moderate domestic demand, but prices have practically no variation, the local level being unchanged at 17½ cents.

TIN.—Local quotations on tin are slightly higher this week, this change reflecting the recovery recently recorded in primary market centres. It is noted, however, that the current undertone of tin is sagging again, but these fluctuations have not been of marked extent. The new domestic quotation is 36½ cents.

LEAD.—This metal remains unchanged in price on domestic markets at $7.50, but it also retains the strength recorded during recent weeks. The call for lead is described as in excess of the offerings on southern primary centres, in spite of the firm prices.

SPELTER.—This metal is very strong, both on primary and domestic markets, and quotations in both instances are reaching a higher level. The new local price is 9 cents, this development indicating that the market is firmly established at the gains recorded. There is stated to be no signs of abatement in the current demand.

ALUMINUM.—This market has generally remained unchanged, both as regards prices and current conditions. Previous local levels continue to hover between 20 and 21 cents.

The Swing of the Price Pendulum During the Past Twelve Months.

WHILE THE existing price levels on the majority of hardware products are considerably below the average quotations prevailing one year ago, yet the current prices indicate a decided upward trend if a comparison is made month by month. In the first week of August, 1921, the composite price level stood at 211, when based on the index figure of 100, as representing the pre-war average of 1914. The prevailing level is at 185.83, or an approximate decline of twelve per cent. in the past year. A slightly greater reduction, however, was in effect during April and May of the present year, when the index figure representing the average price trend on fifty hardware lines reached the mark of 184.5. During the last three months, therefore, the upward climb of quotations has been more pronounced, such basic materials as iron and steel goods supplying the premier developments in this direction. Following is a brief but comprehensive table showing the relative index figure of current prices, and the rise and fall during the past year, as compared with pre-war standards and the highest levels reached in 1920:

Month.	Year.	Index.
August, (Base)	**1914**	**100**
October, (High Level)	**1920**	**268**
August	1921	211
September	1921	206
October	1921	203
November	1921	202
December	1921	200
January	1922	194
February	1922	189
March	1922	186.27
April	1922	184.53
May	1922	184.51
June	1922	184.75
July	1922	185.05
August	1922	185.83

London, Ont.

LONDON, September 28.—A good movement of seasonal hardware lines is reported this week. Electric and oil heaters and also stoves and stove accessories are among the leading sellers. Hardware prices are very firm with higher prices quoted on several lines including linseed oil, turpentine, window glass, picks, mattocks, grub hoes and crowbars. Collections are reported good.

CLAY PICKS ALSO ADVANCED IN PRICE

London, Ont. —

Quotations on clay picks have been advanced, and these products are now fifty cents per dozen higher. The revised local quotations are given herewith. The variance in prices on picks above factory quotations is accounted for in freight, these being otherwise f.o. b. factory.

CLAY PICKS—

5 to 8 lbs., $8.25 doz.; 6 to 7 lbs., $9.00 doz.; 7 to 8 lbs., $9.75 doz.

ROCK PICK PRICES HIGHER

London, Ont. —

Local prices on rock picks have been advanced, the increase being fifty cents per dozen. Revised prices follow:

ROCK PICKS—

5-6 lbs., $8.25 doz.; 6-7 lbs., $9.00.; 7-8 lbs., $9.75 doz.

FIFTY CENT INCREASE IN MATTOCK PRICES

London, Ont. —

New prices at a higher level are now in effect on mattocks. These revised quotations, f.o.b. London, show the 5½ lb. mattock at $10.00 per dozen and the 6 lb. mattock at $10.50 per doz. This is an increase of fifty cents.

PRICES ON GRUB HOES ALSO CLIMB

London, Ont. —

Grub hoes have been advanced in price this week, the new local quotations being given below.

GRUB HOES—

3 lb., $7.50 doz.; 3½ lb., $8.00 doz.; 4 lb., $8.50 doz.

PRICES ON CROWBARS NOW HIGHER

London, Ont. —

An advance of fifty cents per cwt. is now quoted on crowbars, these products being priced at $8.50 per 100 lbs.

MAY BE RISE IN ROLLER SKATE PRICES

London, Ont. —

There is a fair fall sale at present noted for roller skates. Quotations are considered likely to advance in the near future. Prevailing levels, however, follow:

ROLLER SKATES—

No. 3 Plain Steel Wheels, $1.00 pair.; No. 5 Ball Bearing Steel Wheels, $2.10 per pair.

ADVANCE PRICE LEVELS ON CORN BROOMS

London, Ont. —

The lower priced line of corn house brooms has been advanced to the extent of fifty cents per dozen, this change bringing current levels to $5.00 per doz.

UPWARD REVISION IN GLASS DISCOUNTS

London, Ont. —

Owing to the improved demand for window glass, prices have been advanced through a revision in discounts. The quotation on both imported and domestic window glass are revised as follows:

WINDOW GLASS—

Domestic Glass, less than 25 cases, list less 5 per cent. 25 cases and over, list less 10 per cent. Belgian glass, less than 25 cases, list less 15 per cent.; 25 cases and over, list less 20 per cent.

FOX GRASS HOOKS AT LOWER LEVELS

London, Ont. —

For present and spring delivery, the Fox line of English grass hooks are quoted at reduced price levels. New prices follow: No. 2, $4.65; No. 3, $4.85; No. 4, $5.25.

WHITE LEAD IN OIL ENJOYS FAIR SALE

London, Ont. —

The sale of white lead in oil continues good, with a better movement noticeable as the season progresses. Following are current price levels:

WHITE LEAD IN OIL—

	Tons Per 100 lbs.	Less Tons
Pure	13 55	13 90
Elephant	14 05	14 40

FALL SALES START FOR ELECTRIC LAMPS

London, Ont. —

A good fall sale has commenced for tungsten electric lamps. Prices on these products are as follows: Holland lamps, 10, 15, 25, 40 and 60 watt, in cases of 100, $0.24 each. Smaller lots, $0.26 each.

BUILDERS' HARDWARE IN BRISK DEMAND

London, Ont. —

Dealers report that the carpenters' tools and builders' hardware sales continue to record a marked volume each week, and in some cases increased activity in noted. Prices on these lines are very firm.

Winnipeg, Man.

WINNIPEG, September 28.— Current hardware business continues seasonably good and steadily increasing as Fall lines start to move. Reports covering Western conditions show improvement and when crops are harvested a revival of business is expected. Wholesalers state that buying is on a somewhat broader scale although quantities are limited.

Barb wire has shown an advance. The tone of the wire nail market is firm and higher prices are expected. An improvement in the demand is noted for stoves, heaters, coal hods, lamps and lanterns.

PUTTY PRICES NOW REGISTER DECLINE

Winnipeg. —

There has been a decline of 50c on putty. One hundred pound irons are quoted at $5.50 while 25 pound irons are quoted at $5.75.

LINSEED OIL PRICES SHOW NO CHANGE

Winnipeg. —

There is no change in quotations on linseed oil. Raw is quoted at $1.15 with boiled at $1.18 per gallon.

TURPENTINE PRICES REMAIN FIRM

Winnipeg. —

Reports from the south state that Southern markets are ruling firm. There is a steady movement and quotations at $1.95 per gallon show no change.

FIRMER TONE ON GALVANIZED SHEETS

Winnipeg. —

Western manufacturers report that there is a fair demand for galvanized sheets and there is sufficient quantity on hand to meet the trades requirements. The tone of the market is firm and upward tendencies can be expected.

LAMPS AND LANTERNS IN SEASONABLE CALL

Winnipeg. —

With the approach of fall the sales of gasoline lamps and lanterns have been stimulated, in a noticeable degree, according to current information secured from both wholesale and retail sources.

COAL HODS NOW IN POPULAR DEMAND

Winnipeg. —

Wholesalers report an active enquiry for coal hods. Galvanized standard open 17 inch is quoted at $9.97 with standard funnels at $12.27.

HIGHER WIRE NAIL BASE EXPECTED SHORTLY

Winnipeg. —

The undertone of the market for wire nails is ruling firm. Higher prices are expected. There is a good demand.

BARB WIRE SHOWS ADVANCE IN PRICE

Winnipeg. —

An advance of 20 cents has been put into effect on barb wire. Lyman four cattle two point—$3.95 and Baker two point has advanced to $3.90. Plain twist and galvanized show no change in price.

Calgary, Alta.

General Hardware Trade in West More Brisk in Country Localities

CALGARY, September 28.—The summer weather of the past week enabled threshers to make up time lost because of rain, and grain is beginning to move in heavy volume. Railway reports show big increases in shipments; a movement which will continue heavy until navigation closes. Cash returns have not reached the point where any general liquidation is noticeable, and this period is probably a month away. The necessary expense however for labor and supplies has started a circulation of money that is helping to make general trade more brisk, especially in the districts apart from the city. Jobbers report the booked orders for such distinctly fall lines as glass, heaters, lanterns, stove pipes and elbows, etc., to be fairly satisfactory in volume, with the individual orders smaller than usal, showing evidence of careful buying and a tendency to let the jobber carry the stock. Sorting on all lines usually booked in quantity should continue brisk throughout the season. We have got through September without the usual week of frosty weather, and the general hustle for certain lines of goods found needful with first frost is still ahead of us.

Kitchen hardware continues one of the most active lines. Jobbers and retailers both remark on the steady movement in graniteware and tinware lines and all kitchen sundries. One jobbing firm reports the sale of a surprising quantity of aluminum assortments to retail at a flat price per article. The retailer has used these assortments for well advertisel sales and that they have been successful is apparent by the number of repeat orders.

Jobbers' prices have followed market advances fairly closely, although in some cases a month has gone by before local markets have taken on the higher levels of eastern markets. It is not noticeable so far that the retailers are passing on the higher prices to any extent. As stocks are replenished of course this will have to come, but at present many retailers feel the higher levels are temporary and due for readjustment in the near future and will not disturb present selling prices until he has more evidence that present markets will hold good for some time to come.

Price Developments

Changes are effective this week on practically the whole line made by the graniteware and tinware manufacturers. Advances vary from about five to ten per cent. on the different sections of the catalogue. This change is of immediate interest to all retailers as the lines as reported above have shown a satisfactory activity throughout the season. New prices F.O.B Calgary, Edmonton and Lethbridge are as follows:

Pearl or Imperial Ware	10, 10, 5 off
Diamond or Canada Ware	Plus 2½
White Ware	20, 20, 10 off
White Ware Dec.	Plus 22½
Japanned Ware	Plus 32½
Japanned Ware, White	Plus 42½
Stamped Ware Plain	40, 7½ off
Stamped Ware Retinned	30, 15 off
Copper Bottoms	Plus 12½
Tinners' Trimmings, Plain	40, 7½ off
Tinners' Trimmings Retinned	30, 15 off
Tinners' Trimmings General	Plus 20
Milk Can and Dairy Trimmings	Plus 57½
Factory Cans	Plus 32½
Pieced Tinware	Plus 55
Pieced Tinware with Copper Bottoms	Plus 62½
Acme Fry Pans	15 off
Light Steel Spiders	Plus 22½
Stove Shovels	Plus 32½
Sinks	Plus 27½
Sheet Iron Ware	Plus 32½
Galv. Pails, Tubs, Garbage Cans	Plus 10
Galvanized Ware	Plus 7½
Oil Tanks	Plus 45
Japanned Coal Hods	Plus 62½
Galvanized Coal Hods	Plus 62½
N. P. Tea Kettles & Tea Pots	Plus 12½
Machine Oilers	Plus 25
Paper Lined Stove Boards	22½, 2½ off
Wood Lined Stove Boards	2½ off

The market advance on galvanized range boilers has been made effective on local markets, the new levels totaling about an even ten per cent. over recent quotations. This line shows a steady demand for current requirements with no inclination to buy quantities beyond 30 day needs. Current quotations Calgary, Edmonton and Lethbridge follow:

Gal. Range Boilers	Standard	Ex. Heavy
30 Gal.	12.00	16.00
35 Gal.	16.00	19.25
40 Gal.	19.25	22.50
52 Gal.	27.50	30.75
66 Gal.	41.00	
82 Gal.	47.00	
100 Gal.	71.00	
120 Gal.	85.75	
144 Gal.	99.00	

A good many retailers who have catered to the needs of poultry men will be interested in new prices just issued on incubators and brooders. This business has reached a nice volume in this province and the hardware store is now looked upon as the regular source of supply. The new prices show a decline of 15 per cent. on the Buckeye line of incubators and brooders and are as follows: Style E. Incubator No. 14, $15.25; No. 16, $25.35; No. 17, $34.25; Standand Incubators No. 1, $32.95; No. 2, $40.80; No. 3, $53.40; No. 4, $62.50; No. 5, $98.15; Brooders, No. 27, $15.60; No. 28, $17.90; No. 29, $20.25; No. 20, $10.10; No. 21, $13.15; No. 22, $17.60; No. 18, $20.20; No 19, $25.20; No. 25, $28.10.

Vancouver, B. C.

Distinct Signs of Improvement Noted in Vancouver Hardware Circles

VANCOUVER, B. C., September 18.—There appears to be a distinct improvement in Vancouver this week in hardware circles. Although the volume of sales has been scarcely worthy of a blaring of trumpets, yet the optimistic reports coming from the prairie as to the big crop yield and its probable ultimate effect on coast trade, are such that the trade is looking to the future trade with a much more evident feeling of confidence. Within a few weeks, the exodus from the prairie to the coast will begin and with more money in circulation, hardwaremen figure they will get a part of it.

Discussing trade conditions with one of the largest distributors on the coast this week, Hardware and Metal was told that sales up to the end of August were fully up to last year which represents an increase of nearly twenty per cent. in cash value. This wholesaler stated that city business was good and that collections were, if anything, on the improvement. Vancouver Island which has been on the quiet side, is ordering a little more freely due to the activity of the mines and logging camps. As an example, the output of logs from Cowichan Lake over the C. P. R. branch line has jumped to a million feet a day which is just double the output earlier in the season.

Mining in the Cedar Creek area in the Cariboo is said to be petering out and this is reflected in hardware orders which have dropped to a minimum. Along the Grand Trunk and in the Okanagan, business is slack, merchants in the fruit district being slow in meeting their commitments on account of the big crop and cheap prices.

Distributors have been helped during the last couple of weeks by the departure of the last boats for Dawson before the freeze-up. It is always a rush at this time of year, for many of the far northern traders have left the placing of orders for their winter supplies until the closing trip of the season. Mining camps in the north and boundary are keeping up their activities started early in the year and coast dealers continue to feel the effects of this business.

Stoves, furnaces and other heating appliances have moved out well at unchanged prices though about ten per cent. cheaper than at this time last year. The six days ending September 25 are being observed as Electric Week and special inducements are being shown by many electric stores.

In the china and glassware section of the trade, sales are reported to be well up to the average. Dinner sets are being offered by several stores as "specials."

A Hastings street store is offering the stock of a local concern for two days only at advertised prices of fifty cents on the dollar. It includes general hardware, sporting goods, cutlery, glassware, stoves, ranges and auto accessories. Aluminumware is again being featured.

St. John, N. B.

Opening of Big Game Hunting Season Brings Many Tourists to Maritimes

ST. JOHN, N. B., September 28.—This week will see the arrival of many tourists from across the border who will come here to hunt big game in the favorite game resorts of the province, as the regular season will open on Monday, October 2. Already several non-resident hunters have gone into the woods, having taken advantage of the extra time granted by the taking out of a special license upon the payment of an additional fee. Some of the favorite districts of the tourists and sportsmen who come into the province each year are the Tobique, Restigouche, Cains River, Cannan and Miramichi. Jack Dempsey, with a party of sportsmen, visited the sporting department of W. H. Thorne and Co., Ltd., at the invitation of the sporting goods salesmanager, and the party declared themselves very favorably impressed with the large and complete stocks of sporting goods handled by the merchants of St. John. Mr. Dempsey left St. John for a trip in the woods, where he and his party will spend two weeks hunting.

Residents of the Maritime Provinces are very much interested in reports of Dr. W. H. Collins, director of the geological survey department of mines. After surveying the mineral industry in New Brunswick and Nova Scotia, he reports new coal beds, the existence of which was unsuspected, and enormous deposits of oil shale in both provinces, associated with coal measures. These were not yet being mined, he stated, but they constituted the basis of an important future mining industry.

The paint business is keeping up well in St. John, and many property owners are at the last minute protecting their buildings from the winter weather soon to be here. Coming along one short street, Hardware and Metal's representative last week saw no less than seven houses being painted in a stretch of about one hundred and fifty yards. The hardware stores now all have a fall appearance, window trims all indicating that it is time to fix up the home for the coming cold weather.

A very fine display of heaters, self feeders and ranges was noticed this week in Emmerson and Fisher, Ltd., also their newspaper advertising has been featuring heating stoves along with other fall goods. W. H. Thorne and Co., Ltd., are largely advertising oil heaters as being very necesary and economical at this time of the year, enabling one to get up, dress and shave in comfort without having to use a coal fire. T. McAvity & Co., Ltd., are specializing just now on sporting goods, and are using large space in the local newspapers, advertising the fact that the hunting season is now open and that they are well stocked with rifles, guns and ammunition.

Several large shipments of plate glass were noticed in the St. John freight sheds, consigned to local merchants. A good deal of plate glass has been used in St. John this year, as many merchants have been putting in new store fronts, and in two or three cases where there has been fire damage, the windows have in every case been replaced by more modern fronts, set in tiles and copper, with prism-lights set in copper running across the top. This method of lighting allows the daylight to penetrate to the back of the store, and is a great improvement over the old method of encasing the window from top to bottom, making the rear of the store very dark. One merchant stated that there had been more new store fronts installed this year than during the last three years all put together.

Business all round seems to be picking up in good shape, although the boot and shoe dealers claim that they have not yet seen much improvement, but it it felt that theirs is yet to come. Tourist traffic has been very heavy, and a good deal of money has been left in New Brunswick by the visitors. The St. John Board of Trade held a very successful convention during the week of the exhibition, and the Retail Merchants' Association is to hold theirs during the first week in October.

Hamilton, Ont.

Advancing Level of Commodities An Incident of Improving Times

HAMILTON, September 28.—Current reports indicate that retail trade continues on the road to improvement, more activity being recorded during the present month. There is still room in many directions for considerable betterment, according to practically the majority of recent reports. Wholesale trade, however, is also gradually increasing at this season of the year, and while buying was formerly limited to immediate needs only, it is stated that retailers are now preparing to purchase ahead more generally. Industry is proceeding at an active rate, but collections are yet considered as only fair, although some improvement in this respect has also been noted in several quarters.

Seasonal activity is being recorded in ash sifters, and weather strip is also in a popular movement. Current reports indicate a good interest in fall lines, such as shells, cartridges, shot guns, rifles, various lines of cutlery, builders' hardware, buck saws, axes, cross-cut saws, electric bulbs, lamps, lanterns and heaters.

The danger of a secondary inflation movement contained in the current market developments is generally being discounted. A survey of existing conditions indicates that except for the temporary influence of the recent coal and rail strikes, the advancing level of commodities is merely an incident of improving times.

During recent weeks there have been indications that many merchants are improving their stocks, carrying more widely diversified lines than for a considerable period. This would give the impression that the outlook for future trade is favorably regarded and that collections are showing a steady improvement.

The upward climb of pig iron prices during recent weeks has indirectly resulted in firmer quotations on various manufactured products, pig iron being reflected in production costs. Since the effects of the coal strike have been more pronounced in the steel industry, domestic pig iron prices have gradually risen until the prevailing level is approximately thirty per cent. higher than the quotation in effect early this year. In conjunction with this situation, the supply of pig iron has gradually diminished until the current demand is in excess of the supply. This scarcity is naturally being felt at producing centres.

There is still quite a lot of painting going on in different sections of the city, although the rush is about over with the professional painters. There is also a good amount of building going on as compared with the last two or three years during the fall seasons. Employment conditions are fair, and the merchants are beginning to feel the benefits of more spending power than when labor conditions are bad. The vacation season is now over, and with all their travellers now covering their territories, the jobbing houses are becoming more active than they have been during the last two or three months.

PRATT & LAMBERT, INC., SALESMEN AT CONVENTION

Industrial salesmen from New York, Buffalo, Chicago and Bridgeburg, Ont., representing the Eastern, Central, Western and Canadian divisions of Pratt & Lambert, Inc., met for a two-day conference at the Buffalo plant, September 21-22.

Weekly Paint Markets

Montreal

MONTREAL, September 28.—The outstanding price change on the paint markets this week is a further advance in turpentine of ten cents per gallon. Local price levels vary to an extent among distributors, but it is noted that all dealers quote a uniform advance. The market in the south continues firm with a good demand both on domestic and foreign markets. The trend of the linseed oil market is still an uncertain one, and during the past week after showing a further advance the market broke and present seed quotations are about fifteen points below the high mark reached in the middle of last week. With the new seed crop expected on eastern markets within the next week or so it would naturally appear than an easier market will continue, but local crushers state that the situation is very uncertain and factors are liable to develop which will cause a fluctuation in either direction. With the new tariff arrangements in the United States, it is stated that importations of English oil to this market may become more extensive, and locally developments in this regard will be watched with interest. White lead in oil is much firmer in price owing to a marked advance in pig lead quotations, with trade progressing along seasonal lines. Window glass quotations are unchanged with a decided improvement in demand.

FURTHER INCREASE IN TURPENTINE PRICES

Montreal.

Turpentine prices are again increased ten cents per gallon on the local market. There is still a variation in quotations among local distributors, but it is noted that the above advance has been put into effect by all dealers. The undertone of the market in southern primary centres has been very firm during the week, prices recording a continued upward climb, particularly towards the latter end of the week. The movement of turpentine in the south is exceptionally good, both domestic and foreign markets providing an active demand.

Stocks locally are in fair shape, and while not by any means heavy, are quite ample for present requirements. Demand continues in seasonable proportions and following are revised quotations:

TURPENTINE—		
1 barrel lots	1 75	1 80
2 to 4 barrel lots, per gal.	1 73	1 78
Broken lots	1 85	1 90

SUDDEN BREAK IN SEED: OIL NOT YET AFFECTED

Montreal.

To substantiate the statement made by certain crushers last week, that the flax-seed market might be full of uncertainties and surprises during the coming weeks, is the weakness again evident during the past few days. Towards the close of last week the market registered a further advance, but was closely followed by a sudden break and the market level is now fifteen points below the mark of three days ago. To some this sudden reverse has not come as a surprise, the health of the previous rapid rise being thought questionable, especially in face of favorable new crop reports. New seed is now reported as entering ports at the head of the lakes and should reach here within the next week or so.

It was noted last week that oil prices did not closely follow the trend of flaxseed, quotations on the oil products registering only a three cent advance to a corresponding increase of approximately fifteen points on the seed market. It is for this reason, according to local dealers, that prices are now unchanged notwithstanding the easing of seed prices.

Another factor which, while not receiving serious consideration at the present time, may have its effect on domestic oil markets in future, is the importation of English oil. This foreign product during past months was more in evidence on American markets than on this side of the border, one of the reasons for this doubtless being the lower duty. By the new tariff arrangements however, oil entering the United States is now subject to a duty of 24¾ cents per gallon, or an increase of 14¾ cents. The preferential tariff allowed exporting to Canada at $1.25 per hundred pounds, or about 11 cents per gallon. It can be readily seen then that Canada now offers a more favorable market than the United States, and local crushers will watch with interest the future actions of overseas interests in this connection.

Unchanged price levels are the following:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.	0 98	1 00
5 to 8 bbl. lots, per gal.	0 96	0 98

Less quantities, add ten cents per gallon.

ADVANCED PIG MARKET FIRMS UP WHITE LEAD

Montreal.

While the white lead in oil market has been described by corroders as firm since the revision some weeks ago, further strength is now added by an advance in pig lead prices. Owing to the war cloud in the Near East, quotations on pig lead registered a substantial increase on all markets, affecting market levels locally to the extent of $3.00 per ton. With linseed oil also displaying a firm tone in recent weeks, prices on the finished product are said to be much firmer at $12.25 in five-ton lots, $13.00 in one ton lots and $13.35 in less quantities.

NO CHANGE IN QUOTATIONS ON WINDOW GLASS

Montreal.

Although an increase in quotations on window glass has appeared on other domestic markets, local prices remain at 20 per cent. off the $6.00 list, with slightly lower prices quoted for quantity. There is some improvement in deliveries from the Belgian market, fair supplies being reported as now on the way with further heavier arrivals expected to take care of the more active demands in the following weeks. Factories at this source are gradually increasing their output and little difficulty in securing ample requirements is expected. With the first appearance of colder weather the movement of window glass should show an appreciable improvement from now on.

Toronto

TORONTO, September 28.—A new high mark for the season's turpentine prices constitutes the outstanding change in the current paint markets. This development reflects the rise in quotations at southern producing points, a condition which is in turn attributed to the limited offerings and the brisk current demand.

No change has been announced in linseed oil prices this week, but the feature in this respect is the marked recession in flax seed prices, this reversal in form following the rising market previously recorded.

As announced in last week's issue of Hardware and Metal, paint manufacturers have decided to make no further change in prices, existing levels remaining in effect, with orders for spring delivery being accepted on the basis of present quotations with April 1 dating. It was claimed by certain manufacturers that a further advance was justified under the current trend of raw material markets, but no decision in this direction was reached.

(Continued on page 72)



SERVICE



CONFIDENCE



FAIR DEALING

Can you do this?

Can you invest $500.00 of your capital in a paint stock and make it yield an average of $2000.00 a year?

When you can, you will have learned the **secret** of **making a real profit** on your Paint investment.

Neither Quality nor Advertising alone can consistently accomplish this.

There is a way, however, which, to the best of our knowledge, has been practically worked out by Lowe Brothers only.

If you are interested in knowing how, we would be happy to discuss the matter with you.



THE PAINT
on a Pedestal

Lowe Brothers PAINTS AND VARNISHES
SAVE THE SURFACE AND YOU SAVE ALL.
MADE IN CANADA

If interested tear out this page and place with letters to be answered

The Brush Department

Six Hundred Brushes to Select From

Paint and Varnish Brushes to the Value of One Thousand Dollars Were Effectively Grouped in an Attractive and Successful Window Display by the Trelford Co., Toronto—Moving Figure to Attract Interest of Passers-by

A UNIQUE display of paint, varnish, and sundry brushes which not only attracted the admiration and interest of passers-by but also resulted in stimulating current sales of these products, was conducted for a period of approximately ten days by the Trelford Co., 518 Yonge Street, Toronto.

One of the features of this window was the fact that around six hundred brushes were on display at one time for customers to choose from, and a further stock was on hand inside the store from which their requirements were supplied. The large display board in the centre and the two smaller boards on each side, which formed the background of the exhibition, contained altogether almost three hundred brushes, and a similar number were shown in various groups upon the floor of the window.

"We have found that putting in exclusive window displays of this nature succeeds in stimulating more interest and also result in a larger proportion of direct sales," stated Mr. Trelford to Hardware and Metal. "During the first couple of days this window had been in, marked attention was being given by many new customers to brushes of practically all kinds. Our trade in brushes at all times is fairly extensive, so that exceptional business would have to result for us to notice anything of this kind. That it has achieved its purpose in this respect, and will bring further results is to be expected. Sometimes we were so busy we had to take and sell the samples in the cases and display boxes, not having sufficient time at the moment to supply from regular stock."

The total value of the brushes on display in this window was approximately $1,000.00. This amount was based on resale prices. The various types of brushes displayed included paint and varnish brushes of different quality and style of bristle, while hygienic, kalsomine and paper-hangers' brushes, evinced in marked degree the effort to cater to house decorators in supplies of this class.

"Sales have not been restricted to any class of brush," stated R. A. Gregory, of the Trelford Co., when discussing the effects of the display upon trade. "The buying has been well spread out, and while paint brushes have been in special demand at this time, probably owing to the fact that these types are featured more strongly in the display, yet we are continuing to show good results in the movement of household brush requirements also."

It was stated that they found it rather difficult to keep any record of or find out what percentage of sales were attributed directly to the window display. Unless a customer specifically stated that "I see you have just what I require in the window," or something of that nature, the results were not immediately apparent, os they were too busy to notice what people paused to look at the window and then walked inside the store. It was noticed, however, that people were on hand and evinced a decided interest in the display at all times of the day.

Inside the store a show case was placed in a position to attract the prospect's attention, while counter displays were also within easy range of vision.

Concentrating Effectively on Brushes



Exclusive display by the Trelford Co., Toronto, which succeeded in impressing upon customers and passers-by the fact that their brush requirements should be promptly supplied from the extensive stock and range on hand. Variety and quantity both apparent. Moving figure on left side of window immediately caught attention, the object being to divert this attention to the goods displayed

BOECKH'S BRUSH NEWS

"A Word in Time!"

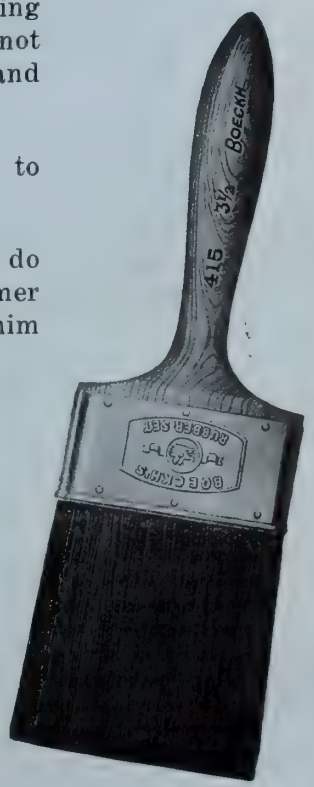
A "word in time," like a "stitch in time" saves a lot of trouble. A little talk about the care of Boeckh's Brushes when selling them, is the "word in time" that saves you much trouble.

Boeckh's Brushes are **guaranteed**—but you cannot afford to sell a brush to a man and say, "This brush will last; it is guaranteed"—and let that man take it home, innocently soak it in water, leave it standing in soda, potash or hot lime, then return the brush to you next day, complaining that it was defective.

We guarantee the quality, workmanship and rubber setting of every one of Boeckh's Rubber Set Brushes, **but** we cannot guarantee that certain fluids, such as soda, potash, hot lime and certain coldwater paints, will not destroy the bristles.

Another important point in selling Boeckh's Brushes is to see that people buy the **right kind of brush for the job.**

A "word in time"—before the brush leaves the store, will do much to gain you satisfied customers. By telling a customer how to take care of the brush he is purchasing, you render him a service and add a "personal touch" to the sale.



The Boeckh Company Ltd.

Toronto **Canada**

Distributors:

Montreal, Que.:
The H. E. Smith Sales Company,
130 Craig Street, West.

Winnipeg, Man.:
J. B. Buckham, Esq.,
664 Broadway.

Vancouver and Victoria, B.C.:
The T. S. Griffiths Company,
1080 Hamilton Street,
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

TORONTO MARKETS

(Continued from page 68)

ANOTHER INCREASE IN TURPENTINE PRICES

Toronto.

The announcement of another increase in turpentine prices, provides the feature of the current paint markets. This development brings the local level to a new high mark for the season, the quotations noted on the local distributing centre still showing a range of around ten cents per gallon. The new levels, therefore, vary between $1.90 and $2.00 per gallon. The principal cause for the move in this direction is stated to be the increase in quotations at Savannah, southern producing centres recording a brisk demand with the offerings and supply only moderate. Prices advanced sharply and the prevailing tone is reported to be firm at the new high levels, according to recent advices from the south. This has in turn reflected upon the domestic market situation, and although deliveries have improved slightly, the rise and fall of prices at production centres is stated to be governing domestic quotations, especially when shipments are on a hand to mouth basis.

TURPENTINE—

1 barrel lots	1 90	2 00
2 to 4 barrel ots	1 89	1 99
5 gallon lots	2 05	2 15

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

RECESSION IN FLAX HALTS TREND IN LINSEED OIL PRICE

Toronto.

A marked recession in the flax seed markets has tended to offset to some extent the firmer tendency noted in the linseed oil markets last week. At that time, the increase reflected the sudden rise in the seed quotations, which was considered as an unhealthy sign in certain quarters. This view has been more or less justified, owing to the drop in price levels which has since developed. As oil prices, however, did not advance in proportion, at that time, no change is being made in the current levels. Unchanged prices follow:

LINSEED OIL—

	Raw		Boiled	
1 to 2 barrels	1 00	1 05	1 03	1 08
3 to 4 barrels	0 99	1 04	1 02	1 07
6 to 9 barrels	0 97	1 02	1 00	1 05

Less barrels, 15 cents per gallon.

BETTER CALL DEVELOPING FOR WINDOW GLASS

Toronto.

The opinion is expressed in many quarters that there is going to be an excellent demand for window glass this fall, and with the many difficulties that the manufacturers are confronted with, such as securing of raw materials, labor, fuel and inconveniences caused by transportation difficulties, there has arisen the need for anticipating requirements. With the increased cost of production there is stated to be a speculative feature in the glass markets.

No further changes have been announced since the recent new discounts went into effect locally. Distributors state that current supplies are in better shape to meet the prevailing fall demands.

EARLY FALL MOVEMENT IN PAINT PRODUCTS

Toronto.

Paints and the allied products are beginning to feel the fringe of the looked for active fall movement in these lines. Many distributors point out that the movement is apparently being spread over a longer period this year, the fall activity commencing earlier than usual, while it was also noted that the spring season was carried on well into the summer months. Preparations are undoubtedly under way among manufacturers, and in fact all sections of the trade, for brisk activity in paints, varnishes and enamels during the ensuing weeks, and a record volume of business in these products is anticipated in many instances. Prices remain unchanged at the revised levels announced last month.

SEASONAL IMPROVEMENT IN PUTTY MOVEMENT

Toronto.

A marked improvement is noted in many quarters in the current sale of putty. Since the recent price revisions on this product, bringing levels to a uniformly lower basis, the movement has improved from week to week, until prevailing trade is fast reaching satisfactory proportions for this season of the year. Prices follow:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls.	$3 70	$3 95	$4 20
100-lb. drums	4 20	4 45	4 70
25-lb. irons	4 45	4 70	4 95
Bladders in bbls.	5 45	5 70	5 95
Do., less quantities	5 70	5 95	6 20
1-lb. tins	10 45	10 70	10 95

Pure Linsed Oil Putty, $1.25 per 100 lbs. advance over above prices for similar quantities.

WHITE LEAD TRADE GAINING IN VOLUME

Toronto.

There has been no further development in white lead in oil since the recent extension of the forward booking date to November 30. Current trade is described as distinctly gaining in volume, and marked activity in this product is generally expected to develop during the fall season.

MAY BE RECOVERY IN SHELLAC PRICES

Toronto.

Shellac is still described as being in an unsatisfactory condition, owing to the weakness in market values and the seasonal quiet demand. That prices will in all probability develop higher levels in the near future, is the general impression of distributors who point out that the current low quotations are not expected to remain in effect for any considerable period. There has already been a slight improvement recorded in primary centres, with more inquiry from shellac consumers. Not only has the Calcutta market been firmer, but prices in London have stiffened and importers are taking a more optimistic view of the situation. At the same time most of the business now being done is of a jobbing character with most of the large consumers well supplied and some of the record makers, who take 60% of the imports, have been liquidating their excess holdings. Until these are cleared up, no great improvement is looked for. Current domestic prices follow:

SHELLAC—

	Pure White	Pure Orange
In barrels	5 10	4 60
One gallon jugs	5 40	4 90

MINOR FLUCTUATIONS IN PRIMARY ROSIN MARKET

Toronto.

Rosins present no new features of interest. Domestic quotations are fundamentally unchanged, but various fluctuations of a slight nature are recorded in primary centers. As one dealer pointed out ever since the preliminary advances in the prices of this commodity, the market has been one of no marked developments. It is reported that the foreign movement continues to absorb more of the offerings and the effect is gradual. The spreading impression that in many commodities a period of renewed inflation of values lies ahead is not without its effect on the rosin sentiment. The market continues to record little ups and downs that have been in evidence during recent months.

OPPOSITE VIEWS RE SALES TAX

(Continued from page 46)

jobber, for his business. Everything that he puts up to hinder the retailer is only hurting himself. Does he realize, in connection with this sales tax, that every increase in the tax means more capital tied for the retailer? Does he realize that if the tax is three per cent. and the goods have to be sold at big reductions that the price of the tax is not recovered at all and does he also realize that in the case of price marked goods he has to absorb the tax? The manufacturer uses up all the old price marked cartons before the adding of the tax to the resale price. Some think to reprint the cartons but the majority let the retailer bear the brunt. Now the manufacturer cannot get away from this fact, that he does not have to put the sales tax back on his shelves and wait months for his money back, but only has to put it up when the goods are sold and then gets it back, in most cases inside of thirty days. Perhaps many retailers will scoff at this but from a financial investment point a tax on the retailers sales from month to month is the easiest solution. If the manufacturer adds the tax into his cost the tax has to go on the shelves of the wholesaler and retailer as at present but a tax on the retailer's sales represents no tax investment by any party. In other words the humble retailer becomes an automatic revenue collector, without salary or graft, for the government."

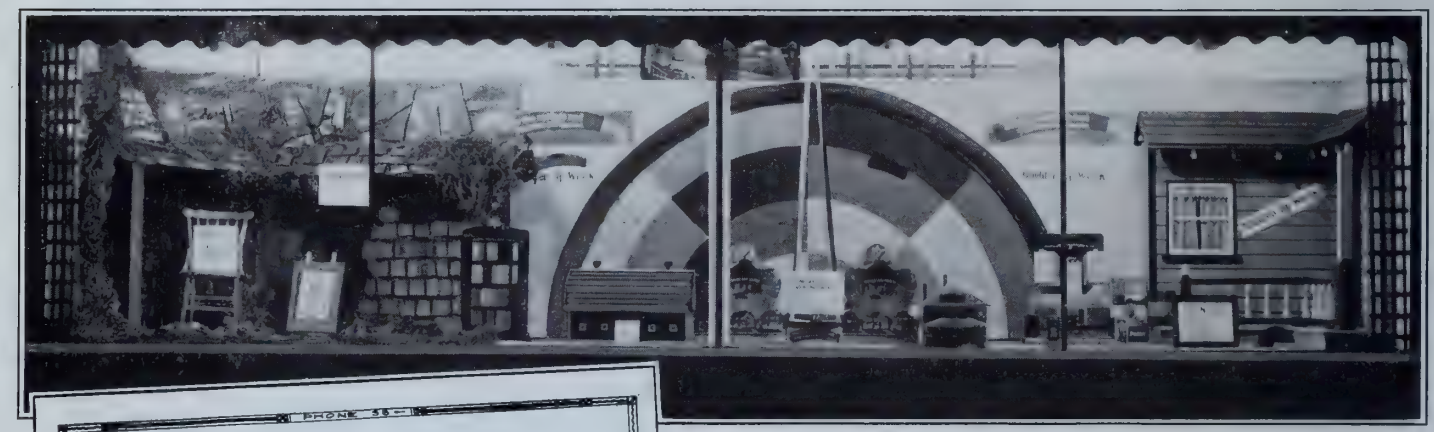
Dakin Bros.
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CANADA
PAINT
CO'S PREPARED PAINT
THE BEST PAINT FOR APPEARANCE AND WEAR
FOR PAINTING BUILDINGS
OUTSIDE AND INSIDE
ONE QUART
318
VERMILLION
THE CANADA PAINT CO.
LIMITED
MONTREAL TORONTO WINNIPEG CALGARY HALIFAX
CANADA'S FAVORITE
"Save the surface and you save all" - Paint & Varnish

Enterprise

——The Agent——

SMELLIE BROS., RUSSELL, MANITOBA





Enterprising Dealers are Winning Out Every Day with Sherwin-Williams Products!

In this instance, Smellie Bros. combined originality of idea and strong selling appeal in their window display and newspaper advertisement, with the result that they are prize winners in both contests.

The original newspaper advertisement measured 8½ in. x 13 in. and was a most effective presentation of "SAVE THE SURFACE" logic and Sherwin-Williams' Quality.

The window display speaks for itself,

+ Quality

——The Goods——

SHERWIN-WILLIAMS



Striking Window Display of Sherwin-Williams Products and Attractive Newspaper Advt. Prove Winning Combination!

Everyday, everywhere there is competition and the prize of bigger sales and bigger profits goes to the dealer with the **quality** lines.

Invariably it is the Sherwin-Williams dealer that leads. Stocked with a right quality product for every painting and varnishing need — products that are known wherever paint is used—he is in a position to fill every customer's requirements with paint products that "Save the Surface" and beautify it as well.

Be a Sherwin-Williams Agent and put yourself in the prize-winning class. Write for particulars of our Agency proposition.



THE SHERWIN-WILLIAMS CO
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
HEAD OFFICE: MONTREAL

Beauty—that will not fade



—And Decotint Beauty is So Easily Secured

No intricate measuring or mixing of materials. Deco-tint merely requires the addition of cold water and it's ready for use.

Easy to apply, sanitary and durable, it is the most satisfactory and economical medium for the permanent decoration of all interior walls and ceilings.

It furnishes your customers with the answer to the home beautifying problem. And the range of Decotint colors is so wide—twenty-two delicate tints—that it is an easy matter for every customer to select the right combination for the job he has in view.

Let your customers know you handle DECOTINT. Order your supply now and include a stock of the other Deco-tint Blue Labeled Products listed here.

THE DECO-TINT COMPANY
897 CENTRE STREET · MONTREAL

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

The Right Paint To Paint Right



"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors:

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Revillon Wholesale, Limited,
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REGINA DISTRICT
Wood, Vallance, Limited,
Regina, Sask.

CALGARY DISTRICT
The McDonald-Baker Co.,
818 8th Ave., Calgary, Alta.
NOVA SCOTIA
James Simmonds, Limited,
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Specialties that Sell!

"Surface Savers" in the truest sense and surface beautifiers into the bargain.
Make your paint and varnish department a real source of sales and profits by stocking these popular I.V. Products.
The complete line includes Stains, Varnishes, Paints and Enamels for every surface, interior and exterior

Satinette
ENAMEL
Made in White and Colors
For high-class exterior and interior finishing
Demanded by those who appreciate enamel at its best!

TRADE ELASTICA MARK
FLOOR FINISH
A floor finish that is both good looking and durable
An easy seller



"Save the surface and you save all" - *Paint & Varnish*

Write for prices and full particulars

INTERNATIONAL VARNISH CO. LIMITED.
VANCOUVER, HALIFAX, TORONTO, MONTREAL, WINNIPEG

TRADE ELASTICA MARK
NO. 1 VARNISH for Outdoor Work
Gives a beautiful lustre over natural painted or grained woods.
Will not scratch or mar white.
Unexcelled for resisting atmospheric conditions.

TRADE ELASTICA MARK
NO. 2 VARNISH for Interior Work
Elastica No. 2 covers the maximum amount of space, flows freely from the brush and produces a brilliant, permanent finish



Protection and Preservation with B-H Products

THE "Save the Surface" educational campaigns have been a tremendous success for they have awakened the public to the necessity of property preservation by the use of Paints and Varnishes.

These campaigns have meant much to the dealer in White Leads, Paints and Varnishes. B-H dealers have benefited wonderfully for they have built their business on B-H quality products.

B-H Agents recognize that they have a superior line of Paints and Varnishes—no matter what the requirement, they have a high quality product for every purpose for which a brush is used.

B-H dealers appreciate all the forceful advertising that has been conducted in their behalf, and the B-H dealer display material for all products is unexcelled.

The result has been greater sales and greater profits for them.

We will gladly furnish, without any obligation, full particulars of the B-H Agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

JAMIESON'S PRODUCTS









The Crown & Anchor Line of Interior Finishes



AND



Trade Mark.

The Crown & Anchor line of Interior Finishes featured and displayed appropriately during the Fall and Winter months mean a steady turnover in your "Save the Surface Department." At this season of the year when the refinishing of interior household effects is being done the well known and old-established brand of Crown & Anchor Varnish Stains, Enamels, Floor Paints, Floor Enamels, Varnishes, etc., should be given preferential location in your Save the Surface Department and adequately stocked to meet the consumers' needs.

If you are not already a Crown & Anchor dealer, it will be to your advantage to drop us a line and get particulars of our proposition.

"Save the surface and you save all" Paint & Varnish



R. C. JAMIESON & CO. LIMITED

Established 1858

Owning and operating P. D. Dods & Co. Limited

CALGARY MONTREAL VANCOUVER











A BEAUTIFYING PROTECTOR FOR EVERYTHING UNDER THE SUN

FLINT

PAINTS AND VARNISHES

BLUE DIAMOND on the label is the customers' assurance that the product is the very best for the purpose intended.

You only have to sell a customer BLUE DIAMOND products once, and then he knows what brand to ask for.

Repeat orders are what count

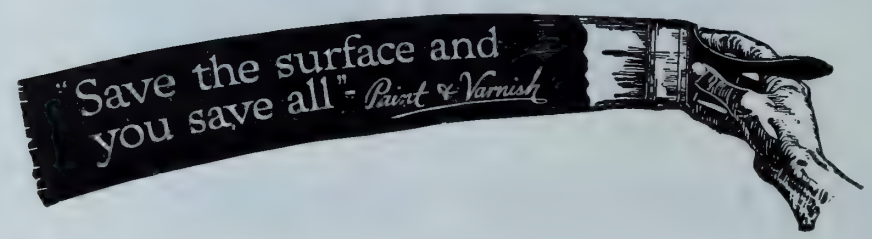
"Save the surface and you save all" *Paint & Varnish*

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
TORONTO
Montreal Winnipeg Vancouver
Sudbury Halifax

VARNISHES PAINTS FLINT STAINS COLORS

If interested tear out this page and place with letters to be answered

Why Fall Painting Pays the Consumer



REASON NO. 1. In the fall, the surface is thoroughly dry. During the spring, a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.

REASON NO. 2. When the wood is dry, it absorbs more of the paint. The paint penetrates deeper into the wood, therefore getting a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

REASON NO. 3. Paint cannot be applied as successfully in damp, cloudy or unsettled weather as in warm, sunny weather: in the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

REASON NO. 4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of repainting should never be allowed to go over the winter without this protection.

REASON NO. 5. It is easier to keep moisture and dampness out by applying a coat of paint when the surface is dry than it is to get moisture or dampness out of the wood when you want to apply paint.

Floglaze "The Finish that Endures" *Saves the Surface* **In the Winter Months**

If interested tear out this page and place with letters to be answered

How Fall Painting Can Pay the Retail Dealer



REASON NO. 1. Change the painting habit of your customers to the fall by telling them why **"Fall Painting"** pays.

REASON NO. 2. Get the farmers into the habit of painting their barns in the fall. **Imperial Barn and Elevator Paint** is a good fall seller for this purpose.

REASON NO. 3. Tell the women folks to finish their floors, interior woodwork and furniture with **Floglaze** in the fall, and make home cheerful for the winter months.

REASON NO. 4. Double the yearly turnover of your paint department by creating the **Fall Painting** habit with **Floglaze.** Turnover is the key to larger profits.

REASON NO. 5. Keep the **Fall Painting** idea prominent in your advertising, window displays and selling talk. The universal use of **Floglaze** will help you to develop better all-year round business.

Floglaze *"The Finish that Endures"* **Will Give All Year Service**

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

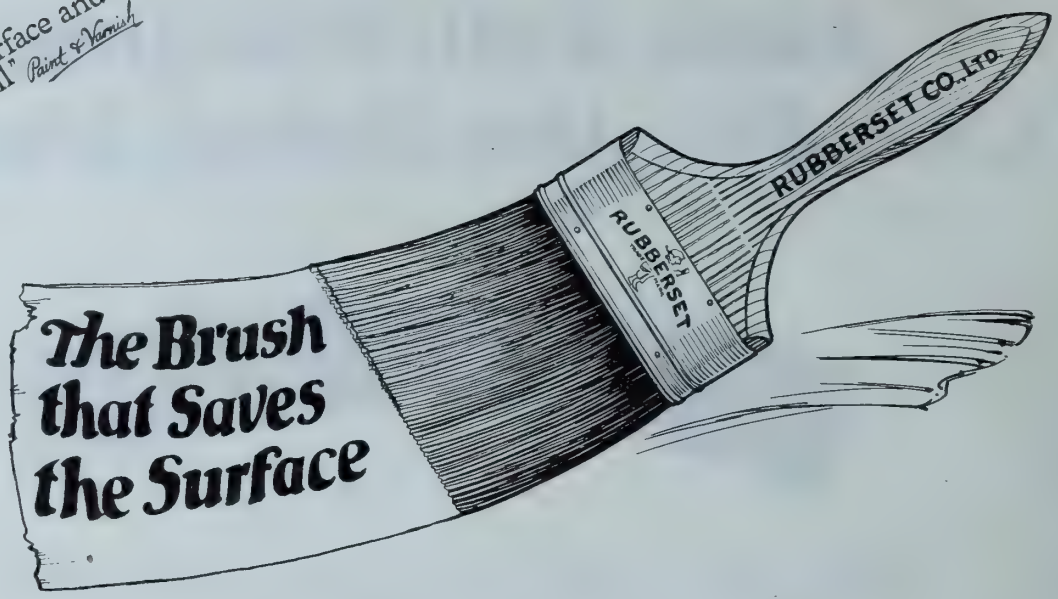
Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B. C.

If interested tear out this page and place with letters to be answered

"Save the surface and you save all" *Paint & Varnish*



The Brush that Saves the Surface

THERE is no brush so easy to sell as Rubberset—the famous brush that leaves behind it a clean, even, smooth surface—the brush that leaves no streaks or hairs in its wake. The brush that painters and the general public know gives a lifetime of service, and is covered by an unconditional guarantee. "Rubberset must make good or we will."

If your stock is low order from your jobber or direct—we make shipments direct from stock.



THE

RUBBERSET COMPANY

LIMITED

Factories: Toronto and Gravenhurst

If interested tear out this page and place with letters to be answered.



"Save the surface and you save all" *Paint & Varnish*



Sell More Moore Paint

For every paint purpose there is a Moore product

Moore's Barn Paint, for instance, for barns, stables, fences, sheds, etc., is an elastic and durable paint; it works easily, covers well, and retains its color. It is waterproof and will not peel nor blister.

By aggressive selling a lot of barn paint can be disposed of this fall; crops are good and the farmer has the money.

Let us go after this business together; we'll furnish you with sales literature that will sell—and a paint that backs up every statement made in that literature.

Write for these dealer helps to-day.

Moore Lines Include

Moore's House Paint	Morelustre Enamel
Mooramel	Sani-Flat
Floor Paint	Automobile Finish
Roof and Barn Paint	Shingle Stain
Impervo Porch and Deck Paint	

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

If interested tear out this page and place with letters to be answered.

PILKINGTON
BROTHERS ~ LIMITED
GLASS

We are equipped in our Canadian factory and seven branches to supply you promptly with any and every kind of glass known to the trade.

If your contract is an important one you will find it economical to let us figure on your total requirements. We give prompt attention to small orders. Prices and full information on request.



Drummond Bldg., Montreal
GLAZED WITH PILKINGTON GLASS.

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered

O.P.W.

The life of the paint is the linseed oil it contains. The pure oil takes too long to dry. Driers must be added to make it practical. Beware the driers. The cheaper driers continue their action long after apparent drying has ceased and the paint "dries out." Only the purest linseed oil and the best drying agents known to science are used in the O. P. W. Products.

Six things affect the durability of outside paint:
1. **Ingredients of the compound;**
2. **The surface upon which it is applied;**
3. **The manner of its application;**
4. **The consistency;**
5. **The exposure to which it is subjected;**
6. **The thickness of the paint film.**

NOT for today but for TOMORROW, sell your customers O.P.W.



Ottawa Paint Works, Limited
Ottawa, Ontario

Branches: Toronto and Montreal

CARTER'S GENUINE DRY RED LEAD

Give Your Customers

—A lead paint that's pure, uniform and economical.

—A lead paint that's made from the very best Canadian pig lead.

—A lead paint that affords the best and most durable protection against rust or corrosion.

—The best and most satisfactory lead paint you can give them—

Carter's Genuine Dry Red Lead

Carter's Genuine Dry White Lead, Genuine Orange Lead and Litharge, are the finest quality obtainable. Write for prices and particulars.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Ave., Montreal.

If interested tear out this page and place with letters to be answered

Barrett Roofings, Cements Industrial Paints etc.

DURING the next few weeks there will be a big demand for roof repair materials. For many property owners have neglected to put on new roofs this summer and now they'll have to patch up the old ones to make them last through the winter.

The two famous Barrett Specialties described below are the greatest materials on the market for making old roofs last longer.

You can recommend these products to your customers with absolute confidence that they will give complete satisfaction. Send in your order at once, and be ready for the big rush.

Everlastic Liquid Roofing Cement

One coat of Everlastic Liquid Roofing Cement makes old prepared and "rubber" roofings almost as good as new. It forms a smooth, tough, durable surface that adds years of extra service.



Mention this to your customers. They'll thank you for the money-saving suggestion. Everlastic Liquid Roofing Cement is easy to apply and comes all ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.



Anyone can apply it

Plastic Elastigum Patching Cement

No wonder this famous Barrett product is called "the plastic cement of a thousand uses!" Patching leaks and holes in all kinds of roofs, repairing flashings, relining gutters and cisterns—these are a few of the uses for which it is unequalled. It's easy to apply and sticks to either a wet or dry surface. Don't be without a stock.



Relining a gutter with Plastic Elastigum

Sold in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

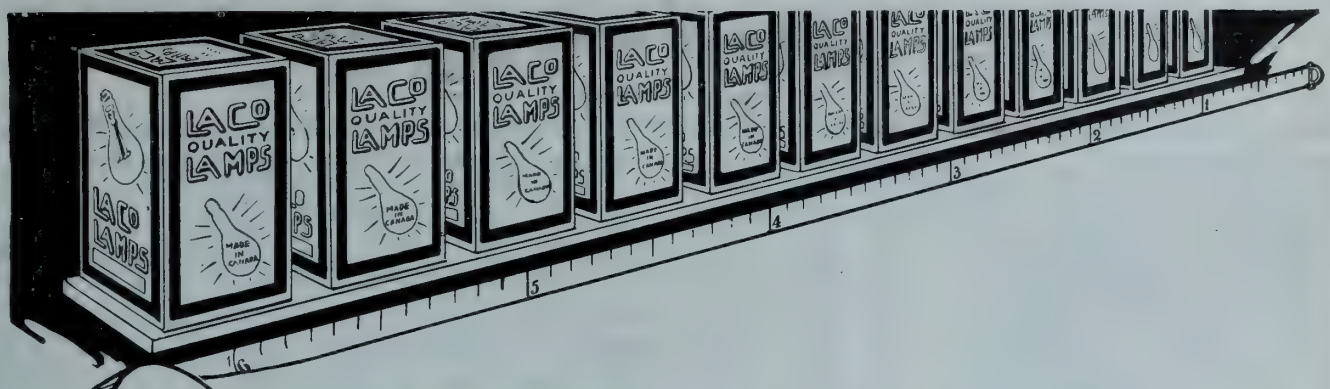


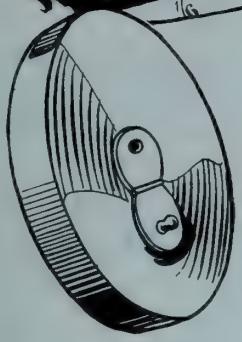
WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered





SIX FEET OF SHELF ROOM STARTS A PROFITABLE BUSINESS



Nitro



Straight



Mill

Sure, Steady Profits—increased prestige—the backing of advertising—the help of our trained and experienced salesmen comes with the Laco agency.

All you need to furnish is six feet of shelf.

We put stock in on consignment---Supply advertising---Window trims—Salesmen to help close the factory business.

You pay monthly for the lamps you sell—after you sell them. We furnish an assorted stock to cover your demands for all styles of lamps.

There are sizes and styles of Laco Lamps suitable for every household, factory, office building and garage.

Laco Lamps are Quality Lamps. They give satisfaction and lead to repeat business at a minimum of expense.

The best months of the year for lamp sales are approaching. Become a Laco agent. Procure your stock. Be ready for the demand and have a new source of revenue this Fall and Winter.

CANADIAN LACO LAMPS LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...		$10 00	$10 70
BB Caps ...			7 00
22 S Mush .			11 50
22 Long ...			15 00
22 L. Mush			16 00
22 L. R., do			18 70
22 L. Rifle .		14 00	17 50
25 Short . .	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser ..			91 00
32 S. & W. .	38 50		42 00
32 S. Colt ..	38 50		
32 Colt Auto.			68 00
32/20	56 00		70 00
38 S. & W...			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target .			85 00
250 Sav. H.P.			160 00
280 Ross. ..			209 00
25/35			125 50
30/30			144 50
303 Savage ..			144 50
303 British.			190 00
32/40	102 50		121 50
32 Special .			144 50
32 Rem. Rim.			144 50
38 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
38/55	125 50		152 00
45/70-405 ..	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2 ...0 50 Group 3 ...1 00
Group 4 ...1 50 Group 5 ...2 00
Group 6 ...2 50 Group 7 ...3 50
Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each..... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, $1.60 lb.

Cut lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16.....$6 00	18-16.....$12 00		
4-16..... 5 00	19-16..... 14 00		
5-16..... 5 00	20-16..... 14 00		
6-16..... 5 00	21-16..... 16 00		
7-16..... 5 00	22-16..... 16 00		
8-16..... 5 00	23-16..... 18 00		
9-16..... 6 00	24-16..... 18 00		
10-16..... 6 00	25-16..... 21 00		
11-16..... 7 00	26-16..... 21 00		
12-16..... 7 00	27-16..... 24 00		
13-16..... 8 25	28-16..... 24 00		
14-16..... 8 25	29-16..... 24 00		
15-16..... 9 50	30-16..... 27 00		
16-16..... 9 50	31-16..... 30 00		
17-16.....12 00	32-16..... 30 00		

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy $35 00	
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe .....$	2 45
Diamond King (glass).....	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	6 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	6 40
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45% Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) ⅝ in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 25%.

Coach and lag screws, 45 %.

Bolt ends, 35%.

Square head blank bolts, 35%.

Plow bolts, No.'s, 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%).

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00. Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50. —Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 20
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 28

BROOMS

	Doz.
No. 5, 4 strings .....$	6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel ... ...$	3 68

Less car lots—

Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP

A—8 doz. case .....$	8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55. $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's	Side Lever	Bow. & Power
No. 0 .....$	12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM—

Big Ben	3 15
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00

CLOTHES HORSE, Etc

	Folding	Exten.
6 ft. .....$	13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
T. F., No. 1 .....$	16 25
T. F., No. 2 .....$	17 50

COBBLER SETS

Economic, T. F., doz. sets.$11 25

COIL CHAIN

	Fireweld	Proof	B.B.B.
⅜ inch	13 20		15 40
7-16 inch	11 30		13 30
½ inch	10 20		12 40
9-16	10 70		12 90
⅝ inch	10 30		12 55
¾ inch	9 95		12 20
⅞ inch...	9 60		11 80
1 inch	9 25		11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ inch	9 60	12 45
9-16 inch	10 70	12 90
⅝ inch	9 70	12 60
¾ inch	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2.80 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

	Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.	

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ..	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c.; 2-lb. 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton

SOLDERING COPPERS—Montreal.

1-lb. 48c pr.; 1½-lb., 53c pr.; 2-lb., 78c pr.; 2½-lb. 0.90 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 56c. per lb.; Nos. 8, 9, 10, 12, 55c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

IF WINTER COMES

Will it find you with a good stock of Electric Heaters? There is a good trade now but it will be better as the temperature drops day by day—and the good thing about this article is that they will buy 'em right up to the middle of May.

In our Country for Eight Months in the Year

you have a reliable crop of heater purchaser.

The Polar Cub Heater is marvellous value.

SPECIFICATIONS

Solid Copper reflector, 11″ diameter, beautifully burnished.

Cast iron base, weight 2½ lbs., diameter 7″, fluted design. Practically impossible to tip over.

Base and back of reflector finished in indestructible black enamel.

Adjustable reflector.

Unique design wire guard.

Wire guard and filament easily detachable for cleaning and polishing. Filament the equal of any on the market.

600 Watts, 110 volts, A.C. or D.C. Equipped with 7 feet of standard Underwriters' approved cord and two piece separable attachment plug.

We are filling orders in rotation.



The Gilbert Polar Cub
Electric Heater
$7.50 Retail

The A. C. Gilbert-Menzies Co., Limited

439 King Street West, Toronto

GILBERT POLAR CUB ELECTRICAL SPECIALTIES GILBERT'S RADIO



Dealers:—Here is one of the most useful domestic helpers ever invented. Magnetic Cloth instantly removes grease, burned foods and all soil from kitchenware. Cleans vegetables, tile work, marble, stone steps, etc. It has a hundred every-day uses, every woman who enters your store is a prospective purchaser. Its sale brings you a handsome profit. Write to-day for a trial order.

John W. Gottschalk

Cor. Lehigh Ave. & Mascher St., Philadelphia, Pa.

Canadian Representatives:

LYONS & MARKS, 38 Yonge St., Toronto

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5 32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in. $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade ... .60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson ... .30|5%
Black Diamond ....35|5%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings ...	27	27
Malleable bushings ...	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron ...	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under ... .25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle each ... 9 75
Cyclo B B ... 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle ....$ 7 80
For 17" Axle ... 8 10
For 19" Axle ... 9 70
Ball Bearing ... 13 50

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. ... 21 00
Do., 9-16 in ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ....$10 50
No. 1 ... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0 ...	13 75	
Do., No. 1 ...	15 30	
Do., No. 2 ...	16 25	
Stearns, 4" ...	12 40	
Do., 5" ...	16 60	
Perfect, No. 1 ...	18 75	
New Milo ...	12 50	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West ...	30 00	

HATCHETS, SHINGLING— per doz.
No. 1 ... .$ 9 75
No. 2 ... ... 10 75

HATCHETS, LATH
No. 3 ... ... 10 00
No. 4 ... ... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ... ... 14 00

HATCHETS, CLAW—
No. 7 ... ... 11 00
No. 8 ... ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater ... 10 00
Heatray Heater ... 12 00
Majestic, 1 burner ... 10 00
Universal ... 13 80
Do., 2 burner ... 15 00
Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.

HINGES—Blind Doz. sets
Clark's No. 1 ... 1 90
Do., No. 3 ... ... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set ... 1 50

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz.	pairs
4 inch ....$	1 65	$1 40
5 inch ...	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch ...	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch ... .$	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 °
6 inch	1.53	1 °

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.80; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz. ...	3 90	5 75
No. 3 per doz. ...	4 00	6 00
No. 4 per doz. ...	4 10	6 50
No. 5 per doz. ...	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes	No. 2	No. 1
Light iron ...	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron ...	1-8	6 90	7 15
Heavy iron ...	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "X-L" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	3 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 9½c per ft.; ⅝ in. 11 cents per ft.; ¾ in. 13 cents per ft.
4 ply—½ in., 10½c ft.; ⅝ in., 12c ft.; ¾ in., 14c per ft.
5 ply—½ in. 12c per ft.; ⅝ in. 13½c per ft.; ¾ in. 15½c per ft.
Corrugated—½ in. 13¼c ft.; ⅝ in. 15¼c per ft; ¾ in. 18c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 81
Potts' nickel plated, per set.. 1 87
Potts' handles, japd. grs..... 17 50
Common, per cwt. ... 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point ... 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.

Step Ladders	Per ft.	
Standard ... .$	0 44	
Household	0 33	
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only....	0 44	
Do., 10, 12, and 14 ft. ...	0 49	
Single and Fruit Picking		
10 ft. to 16 ft. ...	0 26	0 28
18 ft. to 20 ft. ...	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension	
20 to 32 ft. ...	0 30
36 to 40 ft. ...	0 33
44 feet, and over ...	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension ...	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short or Long Globe, plain 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Little Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
1 doz. cases ... ... 1 20 doz.
6 doz. cases ... ...$1 05 doz.
3 doz. cases ... ...$1 10 doz.
Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 ....$ 2 00
Do., No. 3 ... 2 50
Barn Door, No. 5 ... 3 00
Do., No. 8 ... ... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A ... 19 75
Do., style B. ... 21 75
Do., Electric ... .125 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 29 00
Home, water motor ... 30 00
Whirlpool, water power ... 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ballbearing, with rack 22 75
Perfection, engine drive 69 00
Do., electric 118 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum ... 28 00
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric ... .129 00
Mono-Vac, electric ... .145 00
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ... ...$ 9 75
Pick, doz. 9 75
F.O.B. Montreal.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen ... 44 99
Universal—
No. 4, dozen ... 36 00
No. 8, dozen ... 48 00

MOPS—

	Doz.	Net.
Liquid Veneer, Champion ...	16	00
O-Cedar, large, with handles	16	00
Do., small, with handles ..	10	00
Crank-Wringing	6	75
Self-Wringing, complete ..	4	00
No. 6, Sticks	1	85
No. 10, sticks	2	00
No. 11, Janitor, ...	4	75
Smart's	4	00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 25%
Woodyatt 25%
Empress 25%
Mayflower ... .25%
Ontario Daisy 25%
Star 25%
List, September 19, 1921.
Whippet ... ... Net
Thousand Island ... ... Net
Red Wing ... ... Net
Blue Bird ... ... Net
List, September 9, 1922.
Maxwell's, List 68, discount 45%
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Dollar Turpentine



is a fact and we can supply your full requirements promptly.

The specifications for quality imposed upon our Pure Turpentine make it an excellent thinner for paints, varnishes, colors, etc.

The price is $1.00 per imp. gal.

F.o.b. La Tuque, Que., in steel drums of 46 imp. gals. Large stocks are on hand for immediate deliveries.

We invite correspondence from all turpentine dealers.

BROWN CORPORATION

Quebec, P.Q.

LAIDLAW'S WIRE BOYS

Preventing Shipping Losses



Says B. T.—"Laidlaw's Bale Tie is my full name and I'm proud of it. My sturdy ties on bales and boxes hold secure the merchandise of Canada, whether in transit at home or abroad.

"Laidlaw's Bale Ties mean unbroken packages, speedier delivery and freedom from shipping loss."

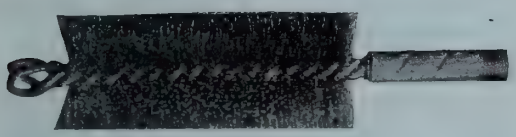
Everything in Wire and Wire Nails.

THE

Laidlaw Bale Tie Co., Ltd.

Head Office and Works,
HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.





Boiler and Tube Brushes



There is a lot of business to be picked up by having a good stock of these brushes.

Every furnace man needs one or two. Just display a few prominently in your store—and they'll sell themselves. They are an absolute necessity.

Incidentally we mention again that the CANADA line of brushes is the most complete.

Better write for particulars of our dealer proposition.



CANADA BRUSH COMPANY, LIMITED

Head Office and Factory :

ST. JOHN - N.B.

Montreal Branch : 17 St. Gabriel St.
Representatives : St. Michel Ltd.

If interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.40 to $3.65 base.
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed, Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Per Box of 25 lbs. Lengths	
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 $15 00
Plumbers' in 50 lb. bales 6 30
F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone	$1 15
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 20
Asphalt felt, 10 and 15 lbs.,	3 75

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 16
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Selpar.	
Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	$18	40
3 in., in 10-ft. lengths list	22	30
4 in., in 10-ft. lengths, list	29	60
5 in., in 10-ft. lengths, list	40	00
6 in., in 10-ft. lengths, list	49	00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch less 33 1-3 %.
8 in. net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. less 45 %
8 in. net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkg., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.	
F. O. B. Toronto.	
Ready, 2 ply, $1.70; 3 ply, $2.05;	
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.	
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.	
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.	
F. O. B. Montreal, Toronto.	
Everlastic Multi-Shingles	
4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50
F.O.B. Montreal and Toronto.	
Reed's Plastic Asphalt Cement	Per lb
600 lb. drums	0 08
125 lb. drums	0 09
Above prices less 20 per cent.	
	per doz.
5 lb. cans	8 00
10 lb. cans	15 00
1 lb. cans	3 00
Less 25 per cent.	
F.O.B. Montreal.	

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS. Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard List, adopted, July 6, 1922.

Wood F.H., bright	80|5%
Wood O.H., bright	77½|5%
Wood R.H., bright	77½|5%
Wood F.H., brass	75|5%
Wood R.H., brass	72½|5%
Wood O.H., brass	72½|5%
Wood F.H., bronze	70|5%
Wood O.H., bronze	67½|5%
Wood R.H., bronze	67½|5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1¼ in. $15.30; 1¼ in. $17.40.

A B C's
Sure are Selling!

The finest washer built
Cylinder reverses after each revolution
Aluminum wringer—locks in any of 20 positions
50% oversize motor
All gears machine cut
Quiet and vibrationless in operation

At Vancouver, the David Spencer Company—a new A B C dealer—sold 18 *Super Electrics* at $180 each during the first two weeks. Latest reports indicate that this pace is being splendidly maintained.

Strickland, Swain & Patrick, recently appointed as A B C Distributors in British Columbia, are out to help their other dealers in a similar manner.

About fifty A B C *Alco's* have been sold so far this year by Ellis & Howard at Kitchener, Ontario—a city of approximately 20,000.

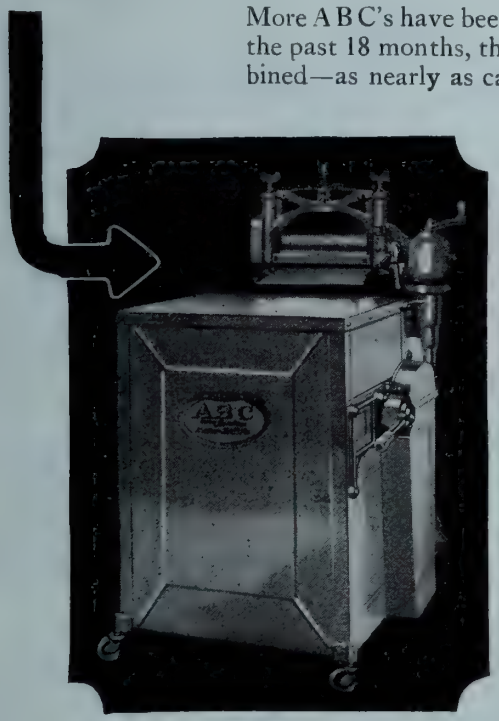
More A B C's have been sold in the Maritimes, the past 18 months, than all other makes combined—as nearly as can be determined.

Blackadar & Stevens, the A B C Distributors, are on their toes assisting our dealers along real specialty selling lines.

These are just a few examples. Space forbids quoting more. In every province, A B C's are selling fine. In fact the A B C Line is showing the most rapid gains in sales of any important line of electric washers on the market.

An established reputation, matchless values, a complete line, liberal dealer discounts and real co-operation—these are some of the principal reasons that are making the A B C Line the leader.

Get our proposition. It bristles with good features. Write or wire today.



A B C "Alco" Washers
(Dolly or rub board)
No. 51, single tub, engine drive
No. 52, double tub, engine drive
No. 51-E, single tub, ¼ h. p. motor
No. 52-E, double tub, ¼ h. p. motor

A B C Electric Oscillator
Greatest value ever offered at the price. Full size 6-sheet copper tub, swinging wringer, springless mechanism. Rigid frame. Enclosed parts.
No. 80-E $135

ABC
SUPER ELECTRIC
$170

With Copper Tub—$200

All prices quoted are retail, except in B. C. and the Maritimes

ALTORFER BROS. COMPANY, Peoria, Illinois

Pioneer and Leading Makers of Washers and Ironers

Canadian Office, Box No. 123, Brantford, Ont.

Wholesale Distributors

MARITIME PROVINCES
Blackadar & Stevens, Roy Building, Halifax, N. S.

ONTARIO
Masco Co., Ltd., 78 Richmond St., Toronto

ALBERTA
Cunningham Electric Co., Ltd., Calgary

QUEBEC
Dawson & Co., Ltd., 128 Bleury St., Montreal

SASKATCHEWAN
Sun Electrical Supply, Ltd., Regina

BRITISH COLUMBIA
Strickland, Swain & Patrick, 707 Fort St., Victoria

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDELS
Pol. Cast. No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs., 1/8 and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ..... $ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ..... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick.. cyo b.b. 55 00
Do., jap., cyco b.b. 50 00
Parler Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings 46 00

Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in 1/2 dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton. London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. ..... 17 70 18 in..... 36 80
12 in. .... 21 20 Less 70 and 10%
F.O.B. Toronto, Oshawa. Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels ...	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only)
Rebate of 1/8 cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 ..... 30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. .....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 20
2 ..... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40 12½ p.c.
Copper bottoms, plus 5 per cent.
Tinners, trimmings, plain 50 5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10 10 p.c.
Coper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs.. Assist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; 3/8 in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; 5/8 in.. $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 50
Section, ½ lb per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.

Stovepipe Wire:
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal. St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench. No. 541EB.... 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton, Collingwood, or St. Marys.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TINKER TOM'S TALKS.

No. 378

GAUGES

A little useful information on **Sheet Metal Gauges.**

Low numbers indicate heavy gauges, beginning at No. 10, which is 5.78 lbs. per square foot, and proceeding to No. 30, only .65 lbs. per square foot.

Standard Gauges are 10-12-14-16-18-20-22-24-26-28-10¾ oz. and No. 30.

Canadian Gauges Galvanized Sheets are generally heavier than corresponding English or Birmingham Gauge.

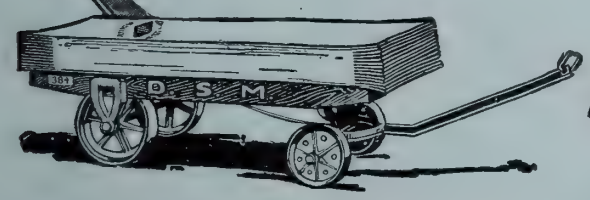
Roofing; On farm buildings, sheds, etc., No. 28 ga., equal to No. 26 English, is generally used. Factories and similar buildings use 26, 24 or 22.

Siding for farm buildings, etc., is made of No. 28 or 10¾ oz. English gauge.

Send for our complete table showing weight of all gauges and weight per sheet and bundle of standard sizes "Premier" Galvanized Steel Sheets. Mailed free.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.





Ajax Breast Chains



AJAX Breast Chains are big sellers because of the convenient adjustment and assembling features.

The length can be regulated by the end snaps.

Easily stocked and shipped as they are packed two pairs in a carton.

DOMINION CHAIN COMPANY
LIMITED
NIAGARA FALLS, ONTARIO

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 36
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double

Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE.
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 85c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs. casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co, pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall, white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .. 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 36	1 36
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
½ lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs
G., medium grade ....$ 4 00
Water white 5 00

SHELLAC

	Pure White	Pure Orange
In bbls.	5 10	4 60
Gal. jugs	5 40	4 90

F.O.B. Toronto, London, Montreal

SHINGLE STAINS

	Ord. Colors	Greens.
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens, ...	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W. ... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 13
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Hydrox Spar, Imp. V. 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 07
Scar-Not S.W..... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80

F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fancy, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. ... 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66

Discount 10%.

Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼

Discount 25%.

Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65

25% and 10%.

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid	Veneer	O-Cedar
4-oz.		$ 2 40	$ 2 40
12-oz.		4 80	4 80
1-quart		10 00	12 00
½-gal.			20 00
1-gal.		28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES— Doz.

Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each

Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 16	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.95 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35

Lion Brand Color Varnish, per gal. 4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.15, Winnipeg, Glidden Cattle, 2 pt., $3.95; Winnipeg, Baker, 2 pt., 3.90, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	—Dozen— Always Ready	Black, N P.
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES Doz

Regent	$69 00
New Era	76 50
Universal	49 50

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.60; shilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	.....	.....	$ 7 00
22 short	$10 00	.....	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	14 00	.....	17 50
25 Short ..$23 50	.....	.....	.....
32 Short .. 23 50	.....	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt . 33 50	.....	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.....	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
33 Rem. Rim.....	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.....	.....	.....	159 50
351 Self Ldg.....	.....	.....	121 50
44/65	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16.....$6 00	18/16....$12 00
4..... 5 00	19 ..... 14 00
5..... 5 00	20 ..... 14 00
7..... 5 00	22 ..... 16 00
6..... 5 00	21 ..... 16 00
8..... 5 00	23 ..... 16 00
9..... 6 00	24 ..... 18 00
10..... 6 00	25 ..... 21 00
12..... 7 00	27 ..... 24 00
11..... 7 00	26 ..... 21 00
13..... 8 25	28 ..... 24 00
14..... 8 25	29 ..... 27 00
15..... 9 50	30 ..... 27 00
16..... 9 50	31 ..... 30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40
Double Bit	17 00
Broad Axes 52 00	57 60

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16 54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 59

DRILLS
See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 2 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe	Discount 60%
Nicholson Gen. Discount ..	85%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00
No. 1, 1¼ lbs. 16 00
No. 1½, 1 lb. 15 75
No. 2, 13 oz. 15 60
No. 22, 1¼ lbs. 13 25
No. 21, 1 lb. 12 70

Bell Face—

No. 61, 1¼ lbs. 16 00
No. 61½, 1 lb. 15 75
No. 62, 13 oz. 15 60
No. 65, 1¼ lbs. 13 25
No. 64, 1 lb. 12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 1 90
Mrs. Potts' No. 50 set 2 00
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's $17.50
Lightning $17.50

LADDERS, STEP
Common, 4 ft., $1.40; 6 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102 ... ...$ 1 85
103 ... ... 2 00
104 ... ... 2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw $1 15
Boiled 1 18

MACHINES—WASHING

	Each
Dowswell ... ...$ 9 55
New Century 16 30
Canadian 10 85

MATOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00
O-Cedar, No. 3 ... . 16 00
Self-wringing 4 80
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt	$10 50	$11 00
Empress	12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade ..	9 60	10 25	10 90
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5	$6 25	$7 00	5 25
No. 6	6 00	6 75	5 00
No. 7	5 75	6 50	4 75
No. 8	5 75	6 25	4 75

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

Two Trade Winners
DIAMOND "A"
Ready Mixed Paint
and
KYANIZE Varnish

Kyanize KY-AN-IZE



Diamond A Paint is guaranteed absolutely pure and is sold subject to chemical analysis. Kyanize the most durable varnish made. Makes old floors and furniture like new.

"Save the surface and you save all" *Paint & Varnish*

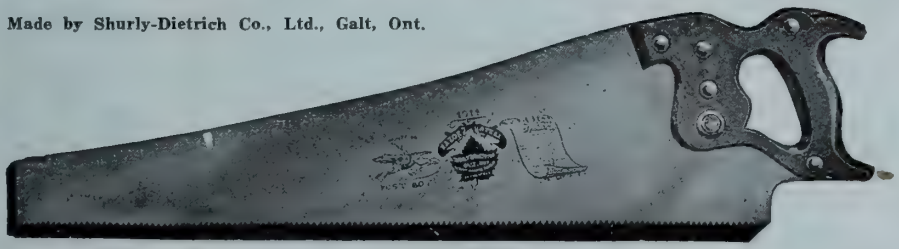


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CALGARY WINNIPEG SASKATOON

MAPLE LEAF SAWS—The Proven Best

Made by Shurly-Dietrich Co., Ltd., Galt, Ont.

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Since 1873

Maple Leaf Hand-saws have been made in Canada since 1873, by a Canadian company, supported by Canadian capital, and employing Canadian workmen. **Maple Leaf Saws are now** famous throughout the world, and wherever they are introduced they are taking first place against all competitors. Their superiority in workmanship, and the quality of steel used, makes them the favorite amongst carpenters, lumbermen, and all who use saws. The saw illustrated is our No. 1914 with the unbreakable handle which cannot work loose.

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World's Largest Ski Manufacturers.

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Be prepared with a complete stock of the finest quality skis in the world—The blue trade-marked Northlands will double your sales — mail your order to-day. **Catalog of Skis — Snowshoes—Toboggans and Accessories on request.**

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23 Merriam Park - St. Paul, Minn.

OUR EAVETROUGH AND CONDUCTOR PIPE ARE NOTED FOR THEIR EASY FITTING QUALITIES.



Now is the time to order conductor elbows, ridge roll, valley iron, corrugated galvanized iron roofing and siding. All kinds of eavetrough and conductor pipe accessories, galvanized iron sheets, etc.

We ship while others are thinking about it.

WHEELER & BAIN, LTD. TORONTO

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Dominion Battery Co., Ltd., Toronto.

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Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingswood, Ont.
Laidlaw Batterie Co., Limited, Hamilton, Ont.

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Barnes, The Wallace Co., Ltd, Hamilton, Ont.

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The Dominion Belting Co., Ltd., Hamilton, Ont.
Butta Percha & Rubber Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Can. Fairbanks-Morse Co., Montreal, Que.
Dominion Belting Co., Hamilton, Ont.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Can. Fairbanks-Morse Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BIRD CAGES
E. T. Wright Co., Ltd., Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Canada Metal Co., Ltd., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
United Brassfounders & Engineers, Ltd., Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.

BASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOTTLE CAPPERS
Chas. P. Archibald & Co., Montreal.

BOX STRAPPING
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.

THE BUYERS' GUIDE

BROOMS
Canada Brush Co., Ltd., St. John, N.B.
Walter Woods Ltd., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
C. C. Craig Co., Ltd., Winnipeg, Man.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N. B.
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
The Canadian Roofing Co. Ltd., Windsor, Ont.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
Falls, N. Y. ....
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, AUTOMOBILE
Dominion Chain Co., Ltd., Niagara Falls, Ont.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
W. Walker & Son, Ltd., Toronto.

CLOCKS
New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
Electro Castings, Limited, Collingwood, Ont.
Sterling Foundry Co.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co, Ltd., Guelph, Ont.

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

EGG BEATERS
Cellette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamiton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited. St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Feundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Feundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghoiuse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininty Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
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Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

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Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

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Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

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Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

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Hurtubise, Limited, Montreal.

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The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
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McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.

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Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
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Wheeler & Bain, Limited, Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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The Canada Metal Co., Limited, Toronto, Ont.
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WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Imperial Steel & Wire Co., Collingwood, Ont.

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If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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Wanted, aggressive, live salesman for City of Toronto for large paint and varnish manufacturers. Apply Box 39, Hardware and Metal, Toronto.

Salesman wanted at once by large manufacturing concern, enamelware, etc. Good opportunity for counter salesman who wishes to go on road. Apply Box 79, Hardware and Metal, Toronto.

HARDWARE CLERK WANTED FOR THE Ottawa valley. Must be a good salesman and stockkeeper. Give age and experience. Name of last employer. Permanent position. Box 205, Hardware and Metal, Toronto.

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HARDWARE STOCK AND TINSMITH'S tools, located on the provincial highway. Twelve miles from Kingston. Good reasons for selling. Box 710, Hardware and Metal, Toronto.

I HAVE THE FOLLOWING TINSMITH TOOLS which I will sell at a discount of forty per cent. on to-day's prices. Tools all in good shape. 1 only 30″ sheet iron folder, 1 only 36″ sheet iron folder, 1 only 30″ stove pipe former, 1 only elbow chart and rule. 1 set Oster pipe stocks and dies from ¼″ to 1″. Will sell on terms to responsible party. Park Hardware, Avonlea, Sask.

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We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

HARDWARE & METAL'S

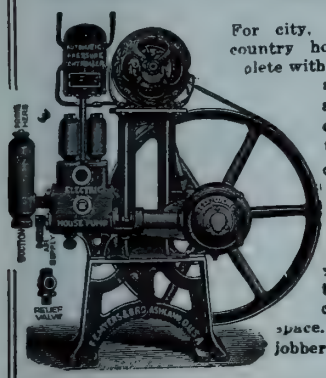
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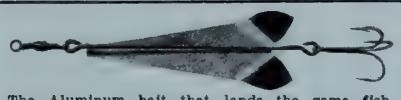
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For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

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The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

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Manufacturers of Gray Iron Castings, Coal Chutes, Dome Dampers, Grate Baskets, Sash Weights, Cast Washers, Manhole plates and Sewer Grates. Special prices to jobbers and large users. Enquiries solicited.

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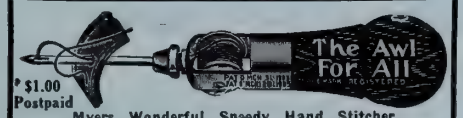
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If interested tear out this page and place with letters to be answered.

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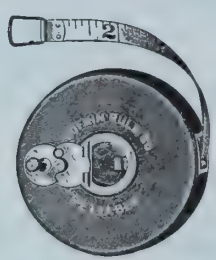
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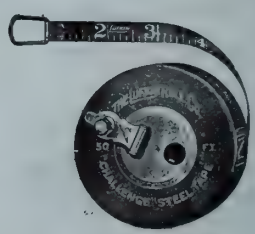
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LUFKIN

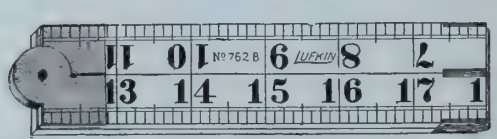


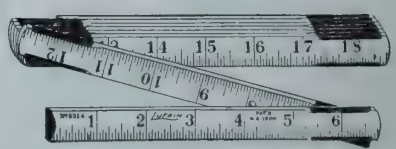
Tapes and Rules

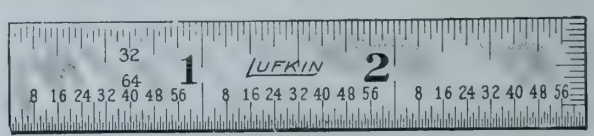
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered


CROWN DIAMOND PAINT
"Save the surface and you save all" - Paint & Varnish
CROWN DIAMOND WHITE LEAD
GOVERNMENT STANDARD PURE
McARTHUR IRWIN, LIMITED
CROWN DIAMOND
WHITE LEAD
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1847 MONTREAL

Tudor Plate

Oneida Community · Made

The New Anti-Tarnish Display Pack

Sealed-in-Sight · Stays Bright

AN exclusive feature of Tudor Plate. Each piece of platedware comes wrapped in a special glassine, anti-tarnish covering.

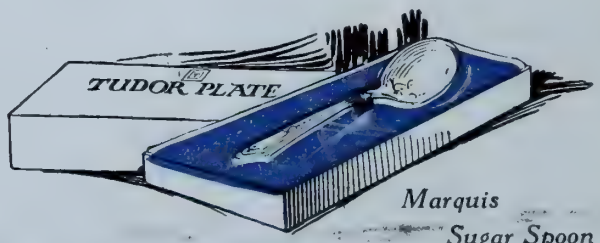
Absolutely prevents moisture or dust from reaching any piece.

A dealer never has to worry about cleaning platedware which he uses for display.

Each piece sold to the customer is as fresh and gleaming as when it left the factory.

The Anti-Tarnish Pack is just one of the many features that will help you put Tudor over big.

IMPORTANT: Patents have been applied for on all distinctive merchandising features of Tudor Plate in order that their use may be reserved for this line.



Marquis Sugar Spoon

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 40 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA October 7, 1922

A Simple Argument--

1—Business Success depends on
Value to the Customer
Profit to the Dealer

2—The Agency for Dougall "Surface Protecting Products" assures
More Value to the Customer
More Profit to the Dealer

3—Because Dougall Products are
Simply the Best that can be made,
irrespective of price

4—And
The price is remarkably low

5—And because Dougall Advertising
Is sensibly planned and
loyally carried out

If you are interested in building your paint and varnish business on a firmer and more profitable basis, drop us a card.

The Dougall Varnish Co., Limited

A perfect protection for every surface :: MONTREAL :: Associated with the Murphy Varnish Company, U.S.A.

There Is More Need Than Ever For EVEREADY Flashlights

WITH the hunting season opening up there is an increased demand for hunting equipment. No hunter or out-doors man should go into the bush without a good flashlight. For outdoors use there is no flashlight made which equals the Eveready Spotlight. It is no larger than ordinary three-cell flashlights yet it gives a searching beam of light that illuminates objects 300 feet away.

Every out-doors man will buy one on sight. Just focus the spotlight on to an object in the back of your store and he won't hesitate. Make sure that you have ample stocks to take care of your sales because every sale brings two or three more men into your store for a spotlight.

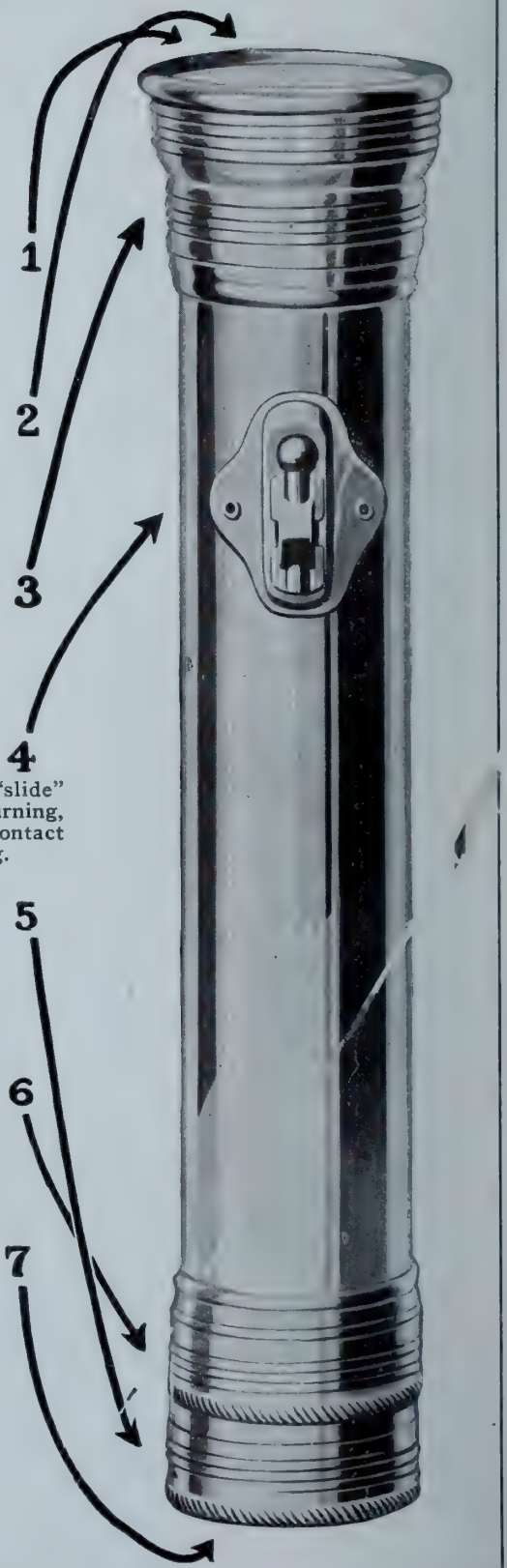
Get your stock of Eveready flashlights and batteries into good shape now and be ready for the demand. Your jobber can supply them promptly.

Canadian National Carbon Company,
Limited

Montreal Toronto Winnipeg

Seven Big Improvements for Better and Longer Service

1. New scientific reflector, concentrating the light rays to give more light and throw it further.
2. Special Eveready Mazda bulb of increased brilliancy and power.
3. Shock-absorber to prevent breaking of Mazda bulb if flashlight is accidentally dropped or jarred.
4. In addition to usual "slide" contact for continuous burning, spotlights have "flash" contact for intermittent lighting.
5. Compartment holding two extra Eveready Mazda bulbs, ready to instantly replace a burned out bulb.
6. Exclusive focusing device. Light instantly focused as desired, by turning end cap.
7. End cap stamped to show the renewal type numbers for battery and Mazda bulb required for this particular flashlight.



Nickel Type No. 2674



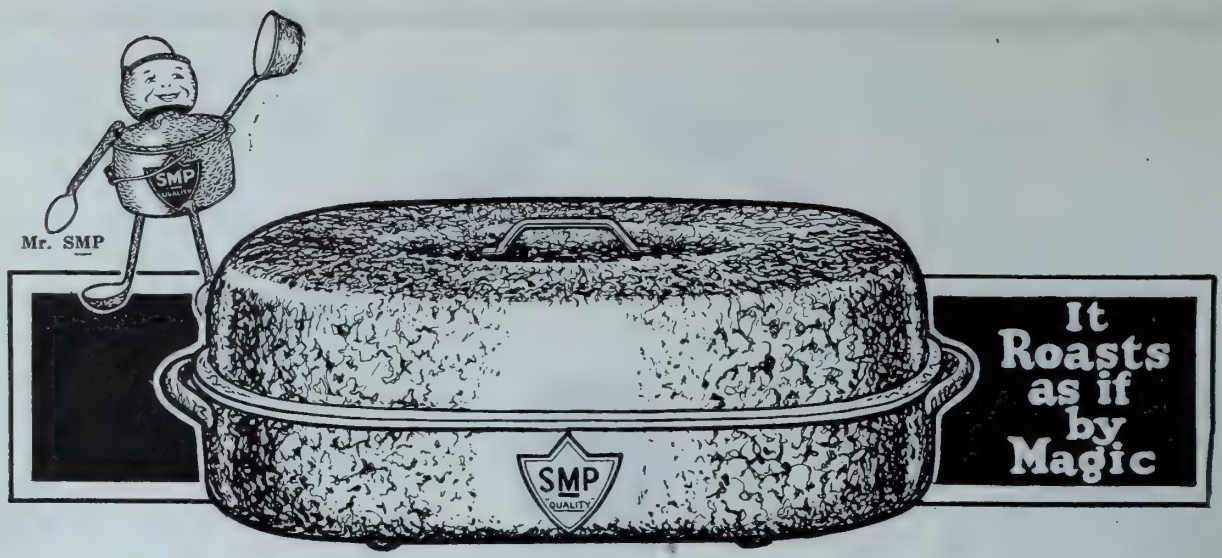
SAMSON
AXE HANDLES

They have a distinctive finish and quality, extra selected thoroughly seasoned second growth hickory, highest grade, correct in shape, well balanced and carefully finished

FULLY GUARANTEED

H. S. HOWLAND SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered



Helping You Sell More Roasters

Thousands of **SMP** Pearl Ware and Crystal Ware Roasters will be sold this Fall and Winter in Canada. As a means of creating even a greater demand, we are running a series of large, strikingly handsome roaster and roasting season advertisements in the daily newspapers of Canada from coast to coast this Fall.

The benefits of roasting fowl, beef, fish and other expensive dishes in **SMP** Crystal and Pearl Roasters are gone into in language that is bound to create the desire of possession in the minds of Canada's housewives. Here is one sentence, for instance:

"No longer need tender roasts of beef be ruined through improper roasting. With one of these splendid SMP Roasters in your kitchen, you can now roast fowl or meat or bake fish to perfection! The Roaster will do all the work. It bastes—the fat drips down from above. The roast comes from the Roaster tender, delicious, juicy, full of wondrous flavor. The juices and the flavor cannot escape. They are cooked right in."

These advertisements are going to make women want a Crystal Ware or Pearl Ware Roaster. They are going to increase the already heavy demand for **SMP** Roasters. And don't forget that all this extensive, continued advertising is to help hardware merchants sell more **SMP** goods. Naturally, the merchants who co-operate most fully with the advertising reap the biggest rewards.

SHIPMENTS MADE PROMPTLY

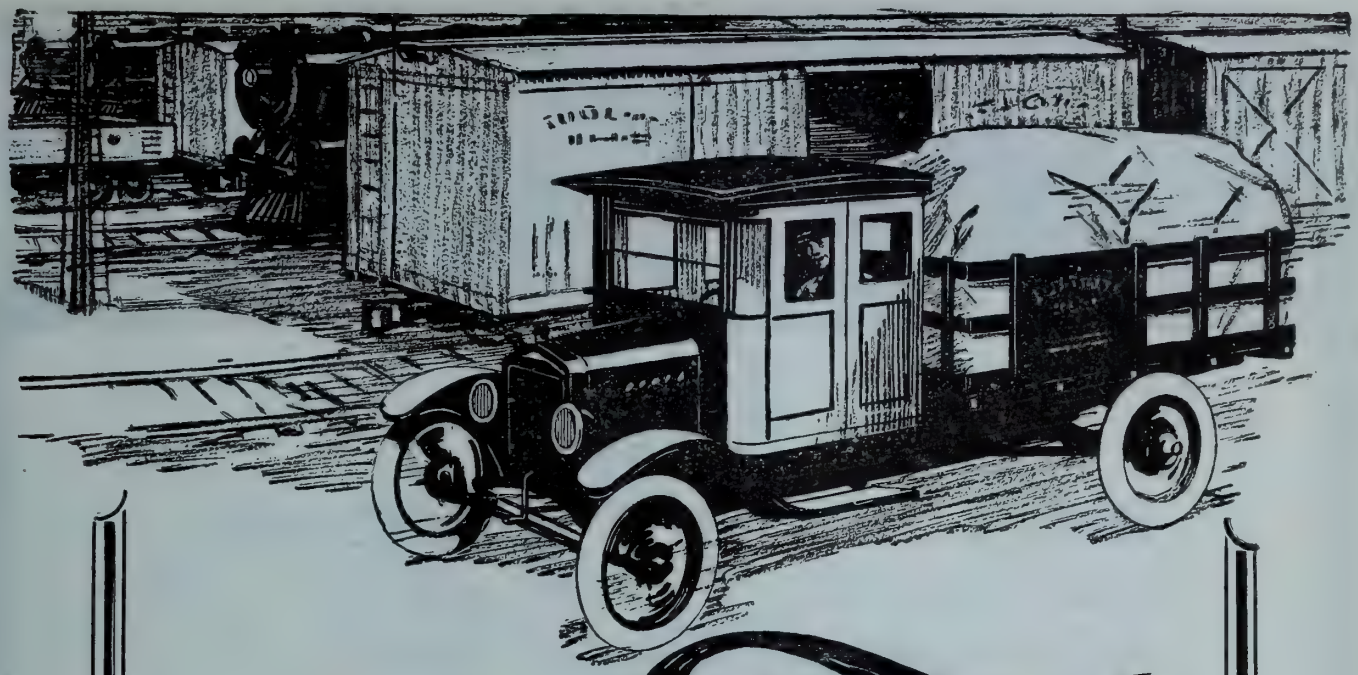
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered



Ford

TRUCK

HOW are you equipped to meet the business improvement that is now definitely assured?

Greater efficiency—lower overhead—more speed—will show old-time profits NOW.

Better delivery and hauling equipment will prove a big factor in expanding your business and lowering your operating costs.

Eighty per cent. of all hauling can be done quickly and economically with Ford Trucks.

We have facts and figures upon what the Ford Truck will do in your particular business. There are Ford Trucks operating successfully in all lines of business. Let us go over these with you and give an actual demonstration.

See the Ford Dealer.

Ford

TRUCK CHASSIS

$545

CHASSIS - -	$395
RUNABOUT- -	455
TOURING CAR -	495

Starting and electric lighting on above models $85 extra

COUPE - -	780
SEDAN - - -	870

Closed models are fully equipped
Above prices F. O. B. Ford, Ont.
Government Sales Tax Extra

FORD MOTOR COMPANY OF CANADA, LIMITED
FORD, ONTARIO. 135T

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

BUILT UP TO A STANDARD



SMART'S CAST IRON SPIDERS
HIGH POLISH OR NICKEL-PLATED
SIZES 5 TO 10

JAMES SMART PLANT
BROCKVILLE - CANADA
ST. JOHN MONTREAL TORONTO WINNIPEG VANCOUVER

If interested tear out this page and place with letters to be answered

"GUTTA PERCHA"

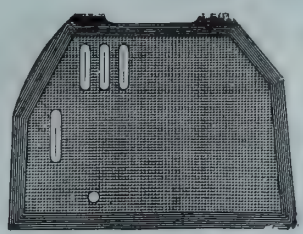
AUTOMOTIVE EQUIPMENT

TRADE MARK GP BRAND

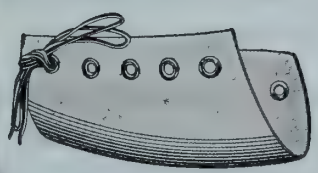
Have All the Sales Punch that Comes to the Tried, Proven, Well-Liked Line



Step Pads



Windproof Mats (for Fords)



Lace-on Boots



Sealtite Patch

With the "Gutta Percha" line of Automotive Equipment you are trying no experiments. There is nothing problematical about the sales and profits. They **have** sold. They **have** delivered good profits. If you haven't previously tried it out yourself, you can start now without any guess work.

Motorists know "G-P" Equipment and like them.

"QUALITY ALL THROUGH"

Gutta Percha & Rubber, Limited

Head Offices and Factories: Toronto

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered



The Sign of a Profitable Oil Business

If you are already handling Imperial Polarine Motor Oils (as you probably are) you can increase your sales by marking your store with suitable signs and by arranging proper displays to let the automobile, truck and tractor owners in your territory know that you sell these high grade lubricants.

Don't forget to hang up the Imperial Chart of Recommendations in a prominent place. It is important that you show every owner that you are equipped to sell him the proper grade of Imperial Polarine Oils for his different motor units.

More and more engine owners are turning to Imperial Polarine Motor Oils every day. Advertising now running in all of the leading papers will augment the demand this year. Hang out the Imperial Polarine sign and you can cash in on this demand.

Our salesman will gladly see that you are supplied with signs, charts and the other equipment needed to make your store "lubrication headquarters" in your district. Take it up with him the next time he calls.

Sell The Five Grades

IMPERIAL POLARINE OIL
(Light Medium Body)

IMPERIAL POLARINE MEDIUM OIL
(Medium Heavy Body)

IMPERIAL POLARINE HEAVY OIL
(Heavy Body)

IMPERIAL POLARINE SPECIAL HEAVY OIL
(Special Heavy Body)

IMPERIAL POLARINE EXTRA HEAVY OIL
(Extra Heavy Body)

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil

If interested tear out this page and place with letters to be answered

AND NOW COME INCREASED SALES



Says the Wise Old Owl

The experienced merchant realizes that a representative stock of the various Gillette Sets give purchasers an opportunity to select the particular outfit which pleases them, and affords greater opportunity for sales.

The Gillette Line—

NEW IMPROVED GILLETTE SAFETY RAZOR SETS

New Standard	$5.00	$ 6.00
Bostonian	5.00	6.00
Tuckaway	5.00	6.00
Richwood	5.00	6.00
Big Fellow	5.00	6.00
Aristocrat		6.00
Milady Decolletee		6.00
Traveler	7.50	10.00
Chesterfield	9.00	10.00
Chippendale	9.00	10.00
De Luxe		75.00

ORIGINAL OLD TYPE SETS

Pocket Edition	$3.00
Pioneer	2.50
Brownie	1.00

Write for a copy of the illustrated descriptive catalog.

Gillettes sell well the year 'round—men must shave in cold weather or hot—but during the holiday season Gillette sales reach their highest peak.

Women, particularly, select the Gillette as a gift which will be most acceptable. (Over 60% of the Gillette Razors purchased at Christmas are bought by women).

This year, with the New Improved $5.00 Gillette and the $1.00 Brownie Gillette your sales should far exceed those of any previous season.

We suggest a check-up of your present stock and early orders to supply the demand of Christmas gift purchasers.

Gillette
Safety Razor

The New Improved $5.00

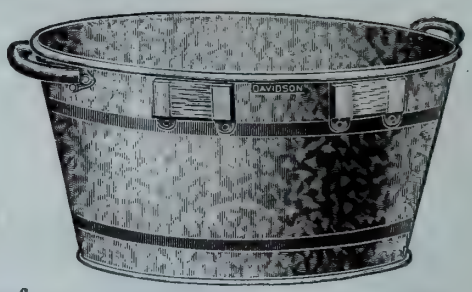
GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

The Brownie Gillette $1.00

If interested tear out this page and place with letters to be answered



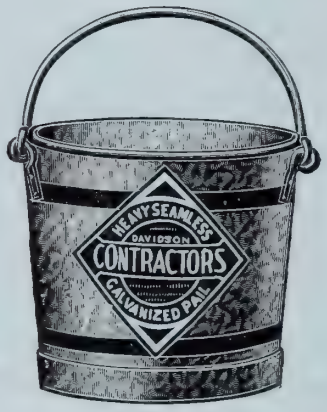
Galvanized Pails and Wash Tubs



WE WANT to draw your attention to the quality of these Davidson Pails and Washtubs. The special hot process in which they are galvanized ensures the superiority and durability which are the outstanding characteristics of these lines.

All seams are thoroughly well filled to avoid moisture collection. Washtubs are fitted with wringer attachment and strong handles. In four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.



"Contractors" Pails

A special Davidson line designed for Contractors and the building trade in general. Made of superior extra heavy material hot galvanized after being made up—cannot rust or corrode, having a strong seamless body with heavily wired top edge and fitted with solid iron rim to protect bottom. Wrought iron ears, rivetted four places and extra heavy bail handle. Body is decorated two bands bright green and a neat label.

A thoroughly workmanlike pail and one that will stand very heavy and rough usage.

In one size only—14 quarts Imperial Capacity, measuring 12½" high by 10¾" across.

Prices on application—prompt shipment guaranteed.

The Thos Davidson Mfg Co Limited

ESTABLISHED 1860

Head Office ∴ Montreal

Branches:
TORONTO
WINNIPEG
CALGARY
VANCOUVER

DAVIDSON

If interested tear out this page and place with letters to be answered



Bright—annealed
Oiled & annealed
Coppered & tinned
Cut & straightened
Single loop bale ties

Fine wire of all kinds
Stove pipe wire
Copper & brass wire
Galvanized and barbed wire
Field fencing

THE STEEL COMPANY OF CANADA LIMITED

General Offices
HAMILTON and MONTREAL

Sales Offices
Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered



For the Auto Mechanic

Starrett Tools are indispensable in the modern service station. Next time a mechanic comes in—show him the Starrett Lock-Joint Calipers 38 and 39 (inside and outside). He'll appreciate their usefulness.

The supplement to Catalog No. 22 "M.A." has several new Starrett Tools for the auto mechanic. Sent free on request.



38 39

The Starrett Lock-Joint Calipers are a great improvement over the old-style calipers. They can be instantly adjusted to their full extent and as quickly locked firm in the joint. Adjustment particularly sensitive.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hacksaws Unexcelled

ATHOL, MASS.

Starrett Tools

Files Are Unique Among Tools

Most good tools last a comparatively long time. A saw, a hammer, a chisel—each has a long life.

Files, by their very nature, must be frequently replaced. Hence, file users seek the best to avoid too frequent replacing.

All this means that if you stock one of these standard brands, you have steady, satisfied file customers. They give long, efficient service, and make firm friends.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered

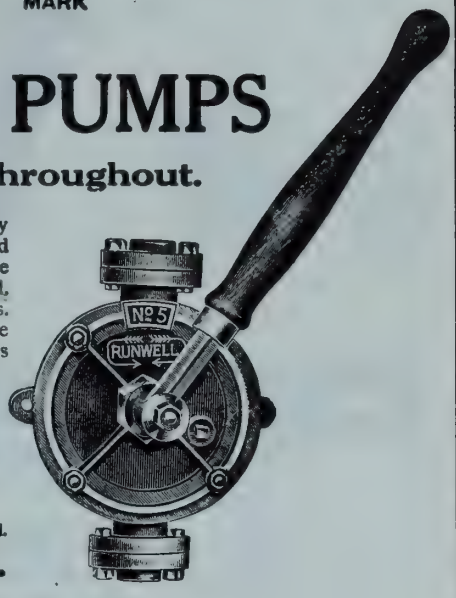
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture**, and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA; FRANK RAW & CO., 198 Hastings Street W., Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA: FREDERIC SARA & CO., Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES: UNIVERSAL SUPPLIES, LTD., 212 Coristine Bldg. Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

WARREN MELTING LADLES



Malleable
Melting Ladles

HERE'S a perfect Warren Certified Malleable Iron Melting Ladle, and another distorted cold with a hammer, without a sign of fracture. The remarkable strength of this expertly-made casting allows the plumber to bend it into practically any shape he chooses, for pouring inaccessible joints. And Warren Malleable Ladles will **not** burn out at the bowl.



Sizes and prices in Warren Ladle Folder
Write for it

The Warren Tool & Forge Company
234 Griswold Street, Warren, O.



THREE OF A KIND

They're three of a kind, in that all are screw wrenches and all are made by "The Wrench People." But then, again, they're different because they're made to serve different purposes.

"W. & B." Knife Handle and "Railroad Special" Wrenches are quality tools. The latter is fitted with indestructible iron handle—otherwise they're the same. Both are absolutely dependable and are strongly recommended for heavy duty.

"W. & B." Agricultural Wrenches meet the demand for good tools at moderate price.

Screw Wrench Book on request.

J. H. WILLIAMS & CO., Limited

"The Wrench People"

30 Thorold Road **St. Catharines, Ont.**

Your Profit on Bissell Sweepers is Real



IN THE first place they sell—and sell readily. They are staple. Bissells are the sweepers every **woman** knows and asks for. Moreover they are sold universally at the prices they are intended to be sold for and which provide for a good margin. So we say your profits in their sale are real. Rosy claims of large profits on unknown merchandise are paper profits which won't ring up in the cash register. Wise merchants don't count their chicks before they hatch. *"Put your sweeping reliance on a Bissell's appliance."*

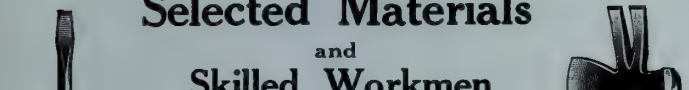
BISSELL CARPET SWEEPER CO.
of Canada Limited, Niagara Falls, Ont. (Factory) and
Grand Rapids, Mich.

Oldest and Largest Sweeper Makers

P.S. Ask Us or Your Jobber Regarding Bissell's Special Fall-Xmas Offer

If interested tear out this page and place with letters to be answered

THE BRIDGEPORT LINE



Selected Materials
and
Skilled Workmen





HBM CORP.
—TRADE MARK—

—make the Bridgeport Line a standard of efficiency.

These tools have won the dealer new sales and established consumer confidence in his store.

Recommend them for satisfactory service to the mechanic.

Bridgeport goods sell well and give dealers a good margin of profit.











No. 35 RELIANCE ASSORTMENT

A very attractive and substantially built steel display rack. Enameled mahogany. handsome lithographed label in red, black and gold. Provided with rubber feet to prevent scratching of show cases and counters.

A creditable store fixture and a REAI DEALER HELP. Each assortment contains one dozen high grade screw drivers.

Canadian Representatives

Western Canada: Sutherland Bros. Confederation Life Bldg., Winnipeg, Man.

Province of Ontario: H. A. Harrison, 220 King Street West, Toronto.

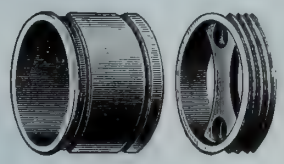
Province of Quebec: Hubert B. Johnston, 92 Dominion Ave., Sherbrooke, Que. Ontario.

The Bridgeport Hardware Mfg. Corp.
Bridgeport, Conn, U.S.A.

FURNISHING BRASS FOUNDRY CURTAIN ROD FITTINGS

Machine Made

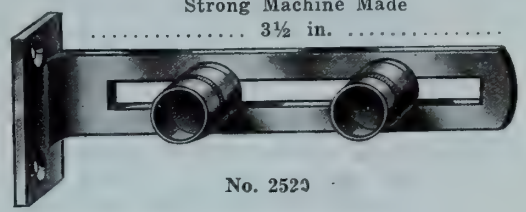




No. 2479—⅜, ½ in. **No. 2503**—¾, 1, 1½ in.

Strong Machine Made

..... 3½ in. .....



No. 2529

Inner Socket extends from ½ in. to 2 in.
Outer Socket extends from 1 in. to 2¾ in.
⅜ in. ½ in.

NEW CATALOGUE JUST ISSUED

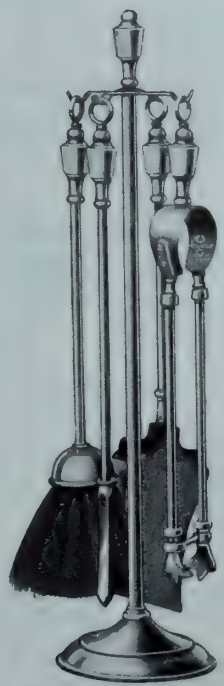
G. B. BIRCH & CO.
CHEAPSIDE BRASS FOUNDRY
BIRMINGHAM, ENG.

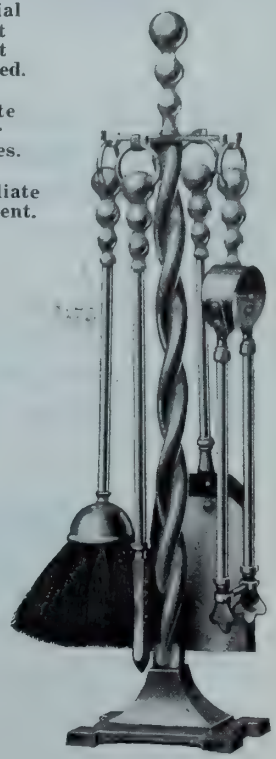
HEARTH FURNITURE AND CANDLESTICKS

Special List just printed.

Write for copies.

Immediate shipment.





No. 2519—22 in. **No. 2556** × 24 in.

Agent for Canada
MR. D. A. McDONALD, 141 Bannatyne Avenue, Winnipeg, Man.

Reproduction of advertisement appearing in October issues of Good Housekeeping and Modern Priscilla—one of a series to appear during the fall months.



FUDGE SALLY'S WAY

Sally Sweet's Candy Thermometer tells just how long to cook fudge to make it rich and creamy. I'll tell you just how to make fudge and a lot of other delicious candies and frostings if you will send your name and address to Sally Sweet, care of

WILDER-PIKE THERMOMETER CO., Troy, N. Y.
Makers of
Thermometers For Every Purpose

WILDER STANDARD COOKING THERMOMETERS

have been tested and approved by foremost household laboratories and are recommended by leading authorities on cookery.

Dealers who do not stock and display this line are losing sales. Order a trial assortment and see just what excellent sellers they are.

Nos.		List Price per doz.
692	Candy Making (Sally Sweet)	$15.00
696	Deep Fat Frying (Mrs. Spratt)	19.00
974	Oven (Dora Oven)	15.00
980	Fireless Cooker and Cake Griddle (Wee Willie Wilder)	12.00

WILDER-PIKE THERMOMETER CO.
TROY, N.Y.

Makers of Thermometers for every purpose



You Pay Rent to Catch Trade—Be Sure You Get it

To be sure of maximum trade, you locate where the trade is. And then you must tell your trade that you want business. The simplest, as well as the most economical way is to install a Bowser Chief Sentry, now advertised nationally as being the most reliable gasoline pump for the motorist to patronize.

You can ride on this Bowser publicity only by installing Bowser equipment. Motorists are being taught to look for and find Bowser pumps to be sure of most miles per gasoline dollar.

With a Bowser, it is only a step from the curb to larger profits. Install a Chief Sentry at once. Cash in on the Bowser publicity and make your bank account grow.

Ask for booklet C-11 which describes the Chief Sentry's many points of superior mechanical excellence and tells how it insures accurate service—how the sight glass shows the customer the pump is full—how the tally bell announces delivery of each gallon of gasoline—how the dial indicators show the total amount purchased—how the water separator insures gasoline as dry and pure as when fresh from the refinery.

These five points of Bowser superiority will sell more gasoline for you and insure larger profits. Get the booklet at once!

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER & CO., LTD.
Toronto - - - Canada
Branch Offices and Service Departments throughout Canada and in principal cities abroad.

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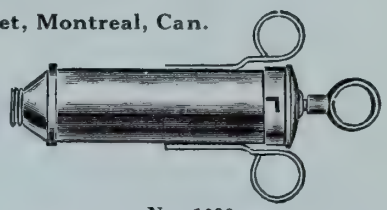
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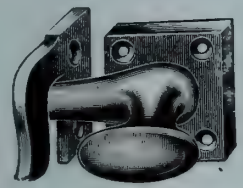


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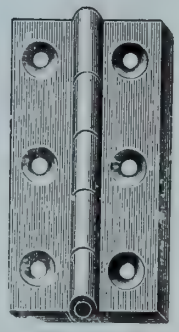
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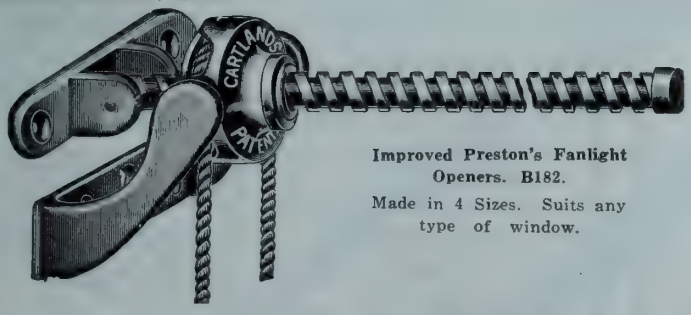
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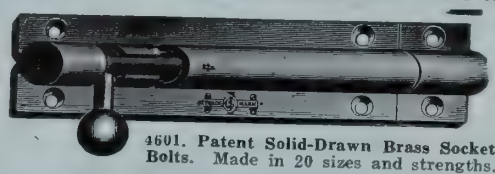
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Also made with Silent Burner.

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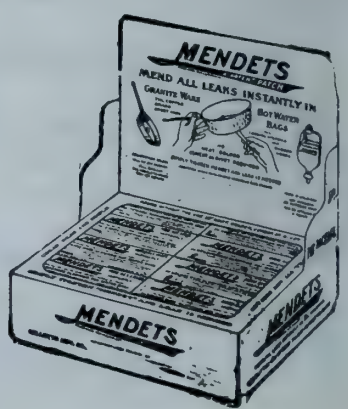
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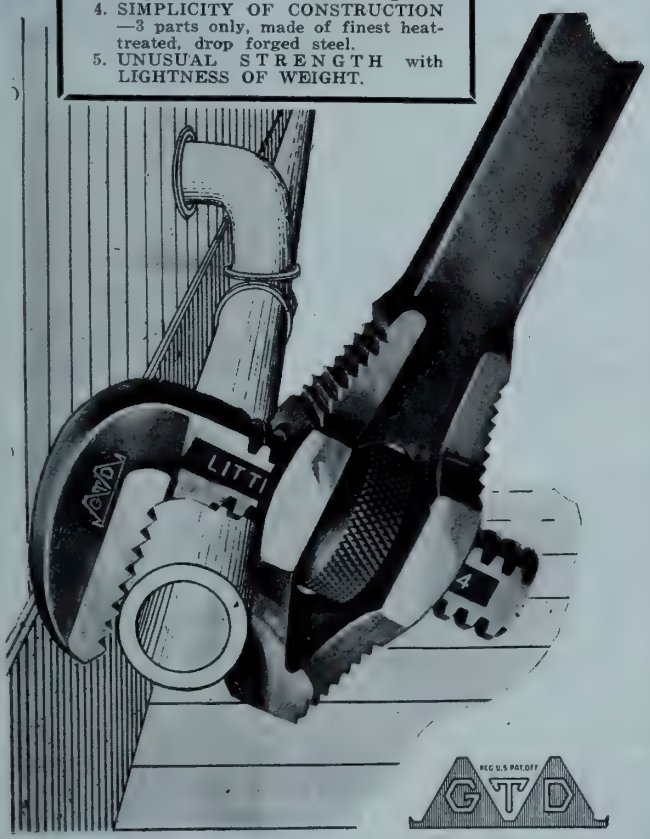
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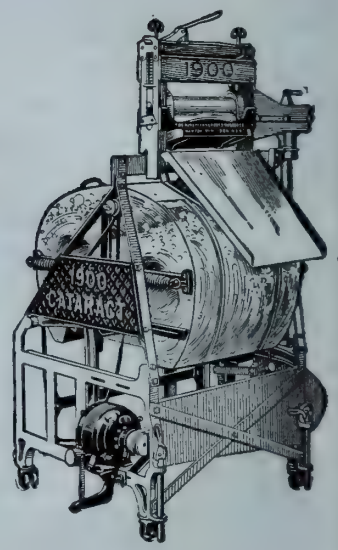
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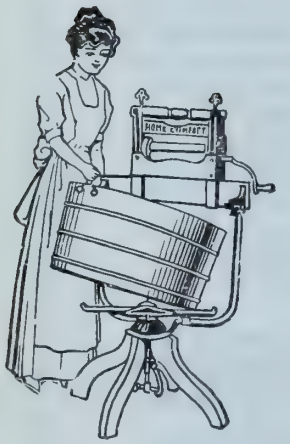
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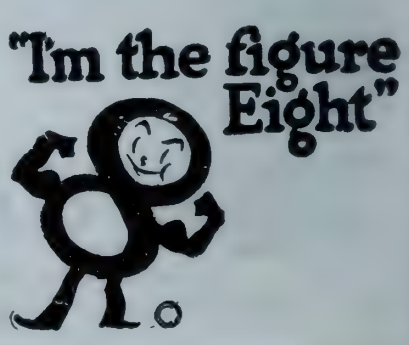
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. OCTOBER 7, 1922 No. 40

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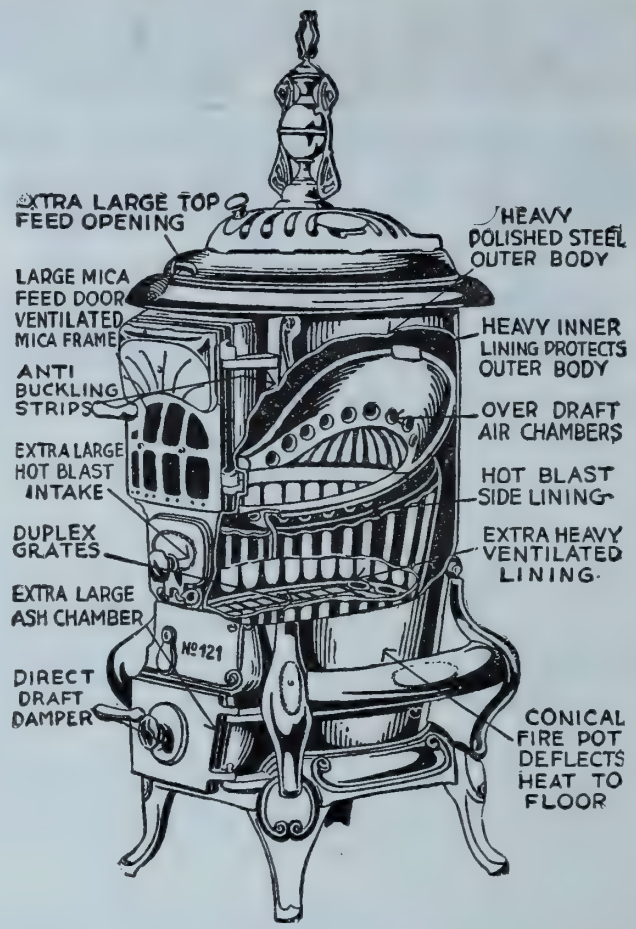
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, OCTOBER 7, 1922 No. 40

Unique Situation in Stove Business

Use of Substitutes this Winter Due to Fuel Shortage Makes Necessary Special Service to Stove Buyers—Electric Ranges, Gas Stoves and Wood Burning Heaters in Big Demand—Prices Stable Till End of Year—A Case Which Proves Success Depends on Individual Dealer

THE SHORTAGE of anthracite coal for domestic use in Canada as result of the recent mine strikes has produced a situation in connection with stove and furnace business which must be taken into consideration by hardwaremen engaged in the sale of these lines. Discussing the situation with the Toronto manager of a large manufacturer of stoves, ranges, heaters, furnaces, etc., Hardware and Metal was advised that though the miners are back at work in the hard coal areas, that a considerable shortage exists as result of the length of time they were idle and that car shortage and railway trouble have made the situation more acute. As result it is expected that many substitutes will be used, chief among which will be soft coal, semi-anthracite coal, coke and wood.

Some reflection of the prevailing sentiment as result of the coal situation is seen in the fact that sales of stoves and heaters specially designed for the use of wood have been particularly active. Electric ranges have also been selling very rapidly of late in all parts of the country. The spread of electric current into rural districts, the shortage of coal; the fact that very poor quality gas is being supplied in some parts and that the natural gas supply in some places is gradually dying out, are all reasons advanced for this condition. This business is not cutting into trade in gas stoves, as might be expected, as they too are enjoying a very active trade. The fact that both these types of ranges are moving well, so well in fact that this manufacturer is unable to replace a number of sample stoves in his showroom, is indication that much renewal business is under way among houseowners and tenants and it is not so much a case of a growing preference for either the one or the other type of stove. This condition should relieve the coal shortage both directly and in saving of gas.

Business Active

Business in all lines of stoves, heaters and furnaces was said to be very active at this time on the basis of orders for immediate shipment. Little or no booking has been done though this has been the case for some time past. Business this Fall is reported by the manufacturer to be much ahead of last year, though 1921 was an exceptionally poor year in this line of business. This condition applies equally to all the lines mentioned. This firm is confident of the opportunities which exist for business in these lines and are very busy on production. Considerable stocks of stoves and heaters were carried over by some dealers while in other cases little or no stock was held over until this season. After surveying the field closely this official pointed out that this was just a reflection of the spotty trade which existed in stoves last year and that where stocks were carried over it was either due to injudicious buying or due to the shortcomings of the merchant in being unable to sell an average stock.



Prices throughout the whole list of heaters, ranges, furnaces, etc., were said to be stable at present levels at least until the end of the year. Retailers have been looking for some downward revision of prices on these lines but recent increases in foundry iron, Canada plates, black sheets, and fuel used in the foundries have precluded any such movement. These have tended to offset any expected declines but this situation has also left little justification for increases in price, at least, until the end of the year. Price revisions on raw material now being worked on were anticipated. At the end of the year, it was pointed out, some advances may be made.

Repair Business Steady

Business in repair parts continues with little variation from average. Last year when general business conditions were much poorer than at present an increase was noticed in repair part trade due to the fact that people were fixing up old stoves rather than buying new ones. While there is a continued good business in repair parts, the fact that sales of new stoves have increased indicates the widening field for business in both new equipment and repair parts.

That retail dealers in stoves and furnaces have the success or failure of their trade practically altogether in their own hands, was the contention of this manufacturer. He cited many comparative cases indicating that one merchant could develop successful business where another complained of bad business and whose records showed up poorly. He also outlined cases where due to inefficient service work on the part of some stove dealers the customer failed to operate the stove correctly and be-

came dissatisfied while another user of a similar type of stove had perfect satisfaction because of being correctly informed as to the use of the range. He pointed to cases where the first orders for repair parts are coming in from some customers for a stove which has been in use for twenty-five years whereas others with just as good a stove have had new grates and other repair parts for it each year of the four it has been in use.

Success Depends on Individual

Illustrating the fact that in the stove business particularly, success depends upon the individual merchant, this official stated that some years ago an individual went to the president of his company and stated that he was contemplating starting up in the retail stove business and would like to handle the company's line. His request was acceded to and a list of towns given him in which the company had no agents. Some time later this individual bought a business which his father had conducted many years before and went to the manufacturer to put in his order for stoves. There was already an agent of the company in that town and he was doing a fair average business but it was agreed that the new merchant would also handle the line. In the first year the new merchant doubled the best year's sales of that stove as made by the old established dealer and the second year he did seven times the business done in the best year by the first agent. His success has continued in proportion and it has been due entirely to his untiring efforts to dig up prospects. He divided his selling into three parts: 1. Getting to know the prospect. 2. Securing prospect's attention and developing it into interest. 3. With his knowledge he thinks up some sure-fire method of definitely clinching the sale.

In connection with repair business this merchant followed a plan of buying up old stoves from customers to whom new ones were being sold. These were bought as old iron and the merchant then secured the necessary repair parts, rebuilt them and sold them as second-hand stoves carrying a certain guarantee from him. By following this plan he was able to allow customers something off the price of their new stove and he in turn made a very fair profit on the considerable turnover of repair parts which he handled.

With the foregoing in mind and in view of the improving condition in both city and rural districts due to better business and the splendid crop being harvested, it was the opinion of this official that hardwaremen who go after stove business aggressively and intelligently have an excellent opportunity to turn in a record business during this fall and winter season.

Use of Coal Substitutes

In view of the likely use of substitutes for coal in furnaces and heaters, he ad-

(Continued on Page 45)

Discuss Advantages of Turnover Tax

Steps Being Taken Among Manufacturers to Eliminate Many Difficulties of Present Taxation Measures—Turnover Tax on Manufacturers and Importers is Found

EDITOR'S NOTE. — Hardware and Metal understands that efforts are being made toward concerted effort among manufacturers in this country to get together on some kind of a Turnover Tax that will be satisfactory to everyone. In the following article are outlined some of the advantages of the Turnover Tax as enumerated by Royal Cluxton, manager Canada Paint Co., Montreal, who has made an investigation of the subject:

1st. Saving in time and expense of clerical staff in figuring up and classifying invoices as to different per cent. of sales tax that applies to each sale.

2nd. As an illustration, we have to make up five separate journals each day in order to meet the Government Auditor's requirements, whereas, with a tax on our turnover we would eliminate this extra expense and annoyance. It takes all of the time of one of our best clerks to make up these journals and part of the time of almost the entire staff of the sales department, involving a substantial increase in staff and expense.

3rd. Simplify the work and expense of our cashiers and the employees in his department.

It takes the assistant cashier one week out of every month checking up the discounts and credits before paying the Government this tax.

4th. Eliminate the endless correspondence and discussions with jobbers and retailers relative to their requests for special consideration in the absorption or partial absorption by us of this tax.

5th. Eliminate the unfair competition caused by many manufacturers and wholesalers who, by absorbing all or part of the tax, or by special allowance are forcing other manufacturers or wholesalers into the same unsatisfactory tactics.

6th. Eliminate the present unfair position where the manufacturers of Canada find themselves on account of wholesalers with Government Tax License only collecting 2¼% from retailers and consumers, whereas, manufacturers have to collect 4½%.

7th. The Government will eliminate the very heavy expense and endless discussion and annoyance that it is laboring under in its endeavor to collect the revenue under the present intricate and extensive system.

Hardwareman Figures in Odd Insurance Case Judgment

OTTAWA, Ont.—An important judgment, one which establishes a precedent in the province of Ontario, was rendered by Judge Mulligan in Division Court, when he sustained the action brought by the Imperial Life Assurance Company against Louis Leblanc, hardware merchant, 1,109 Wellington Street, for payment of a premium of $35 on an insurance policy.

Some time ago Leblanc made application to the company for an insurance policy to the value of $1,000. He made the application in writing and the policy was duly delivered to him, and a part payment was made. After keeping the policy in his possession for two weeks, Leblanc decided he would rather insure with another company and sent back the policy to the plaintiffs, refusing to pay the balance of the premium. He based his refusal on the grounds that it had been represented to him by an officer of the company that his signing the application for the policy did not bind him to take it, unless he chose to do so.

In the argument before Judge Mulligan, the defence failed to show that there had been any misrepresentation of the facts in connection with the policy. The court held that as the company could have been held liable for the payment of the $1,000 named in the policy, had Leblanc died while it was in his possession during the two weeks, that a contract had been entered into which was binding also on the defendant.

Judgment for the amount claimed with costs was given in favor of the Imperial Life Assurance Company.

The importance of the judgment is based on the fact that in past years there have been many cases where persons have applied for insurance policies in a manner similar to that quoted in the action, and have then succumbed to the advances of the agent of another company, and the first company has been put to a lot of trouble.

This is the first case of its kind to be brought before the courts since the revision of the Ontario Provincial Insurance Act three years ago, and was taken in the nature of a test case.

Would Favor U.S. Mail Order Business

Discussion at Postal Conference at Ottawa Centres Around Suggested Trebling of Present Weight Limit on Parcel Post Between Canada and United States—Suggest Increase of 11-lb Weight Limit on Domestic Parcel Post—Increase Indemnity for Registered Articles

OTTAWA, Ont.—A conference of Dominion Postal Officials was held here this week at which a number of subjects of interest to retail merchants were discussed, these being chiefly in connection with the C.O.D. system of parcel post, indemnity for loss of registered articles, uniform registration service and additional services which the post office might render.

The first topic taken up by the conference was the new C.O.D. system, the probability of its success and continuance. All aspects of the C. O. D. system were discussed and numerous suggestions were made in connection therewith. Subsequently, the conference discussed the adoption of a uniform registration system for the whole of Canada. In opening the discussions, L. N. Gaboury, division superintendent (Eastern Canada), held that such uniform registration was not only desirable but a necessity.

Following somewhat extended discussion, a vote was taken on the question, the conference deciding in favor of a single numerical system without acknowledgment.

Parcel post limitations later came under consideration. The point was taken that the present 11 pound limit of weight per parcel was inconvenient to the public; and the conference went on record that it should be increased. The limit of size, however, is to remain the same.

Increase Indemnity for Registered Articles

Important changes in regard to registered articles met with the approval of the conference. Votes taken favored:

(1) Increase in the maximum indemnity for the loss of registered articles. The present maximum is $25. The new maximum suggested is $100.

(2) Indemnity to include abstraction and damage.

In regard to the last-named vote, indemnity is now paid only if the registered article is totally lost. Should the decision of the conference be adopted, indemnity will be paid if the contents are missing or damaged.

Forbid Sending Money in Unregistered Letters

A proposal came from Montreal that the sending of money and valuables in unregistered letters and parcels be forbidden. This, it was urged, would greatly reduce thefts and abstractions.

Suggestions from the United States postal authorities as to the present four pounds six ounces weight limit on parcel post between the United States and Canada were the occasion for a wide divergence of views. Estimates of the effect of increasing the maximum weight on parcels from the United States varied greatly. Officials from some parts of the Dominion claimed that if the maximum were increased from four pounds six ounces to 11 pounds the incoming volume would be increased from five to six times. "The increase in weight," said W. J. May, Acting Inspector of Railway Mail Services, London, Ont., "would benefit mail order houses of the United States. Unless the Canadian department receives quite a large proportion of revenue on parcels mailed in the United States, Canada would be the conveyor of the United States mail." Canada, it was further stated, was now receiving about 2,000,000 pounds more in parcel mail from the United States than she was sending.

The view that increase in maximum weight would largely increase the incoming volume was, however, contested. T. T. Bower, Postmaster of Winnipeg, argued that the volume would not be largely increased, as there would be one where there are two.

May Bring Back Penny Post

Economies being effected in the post office department under Hon. Charles Murphy and his general superintendent, T. P. Coolican, may bring back the days of penny postage. The two-cent stamp was brought into fashion by the late Sir William Mulock, postmaster-general in the Laurier government and it was discovered that, instead of decreasing the postal revenues it increased them. The three-cent stamp is a product of the war. The war is over and the reduction of the rate to the old two-cent standard is in contemplation, though the reduction may not be brought about for some time yet.

Year's Record of Mail Carried

More than 500,000,000 letters and postcards, and some 250,000,000 newspapers are carried through the Canadian mails in the course of a year's business, according to figures presented by the Post Office Department to the conference of postal officials. In addition 50,000,000 parcels and 250,000,000 circulars, etc., are handled. The statement giving approximate figures for a year's business showed that in the course of twelve months 10,000,000 money orders and 6,000,000 postal notes are issued. There are 12,200 post offices operated, and 12,400 mail routes.

The summary of a year's business was given to the postal officials as indicative of the place of the post office in the business life of the Dominion. Translated into dollars, the mail service expenditure for a year was stated to be $15,000,000, and the annual cost of rural delivery service $1,750,000.

Postage stamp sales in the course of a year, it was pointed out, reach the enormous total of $28,350,000, while money order transactions entailed the changing hands of $270,000,000. Postal note transactions totalled $25,000,000, and there was on deposit in the post office savings bank approximately $25,000,000.

Place Jobber and Manufacturer on Parity in Collecting Sales Tax

REFERRING to the application of the Sales Tax and the suggested revisions outlined in recent issues of Hardware and Metal, a prominent manufacturer expresses the opinion that, "If any move should be made to amend the Sales Tax, thus making it compulsory to pass on the full amount of the tax, it should be doubly necessary to have any such amendment provide that there be no tax on sales from the manufacturer to wholesalers and jobbers on goods purchased for resale. The whole 4½ per cent. should be collected by the jobber on his sales to the retailer, the same as the manufacturer collects 4½ per cent. when selling direct to the retail merchant. That would put the jobber and manufacturer on a parity, in the event of it being made compulsory to pass on and collect the full amount of the Sales Tax."

Hardware Profits Largest in Year 1916

Investigation of Hardware Trade Conditions Over Last Ten Years Shows Hardware Profits Averaged 5.35 Cents Per Dollar of Sales—Reducing Various Costs and Bringing Turnover and Stock Investment to Right Relation—Some Manufacturers Mislead Retailers

EDITOR'S NOTE:—An exhaustive report has been secured by Hardware and Metal from the Joint Commission of Agricultural Inquiry dealing in detail with various factors concerned in the marketing and distribution of hardware and other merchandise. While these enquiries have been conducted in the United States, conditions in the hardware trade are sufficiently similar to make the result of this inquiry very interesting to Canadian hardware merchants. For this reason the report is outlined fully in the following article:—

THE retailer performs the final function in distribution of essential commodities and gives fulfillment to all preceding efforts by making merchandise available to consumers at the time, place, and in the form required by them.

The retailer's true function is that of serving as a purchasing agent for his community; as such he selects and carries a reserve supply of merchandise to meet the requirements of the individual consumer.

When the retailer enters business he assumes the responsibility of performing a public function, that of providing commodities and services to his community, economically and conveniently, and maintaining such environment as is necessary and desirable to the consumers who support him. If he fails in his responsibility and performs only as a distributing agent for the manufacturer, he ceases to be an economic factor in the community which he serves.

One of the outstanding defects in retail distribution is the retailer's failure to purchase stock in a manner that will provide a steady, even flow of merchandise to the consumer without accumulation of surplus stock, which ties up capital and credit and adds to his cost of operation. It seems probable that the greatest factor of waste in distribution is in idle merchandise stock on the shelves of the retailers and the warehouses of the wholesalers. Idle merchandise accumulates a burden of interest, insurance, rent, taxes, depreciation, shrinkage and obsolescence, in addition to tying up an unnecessary amount of capital and credit. When this burden is permitted to develop, it must be passed along to the consumer if the retailer is to remain in business.

Chart D 4.

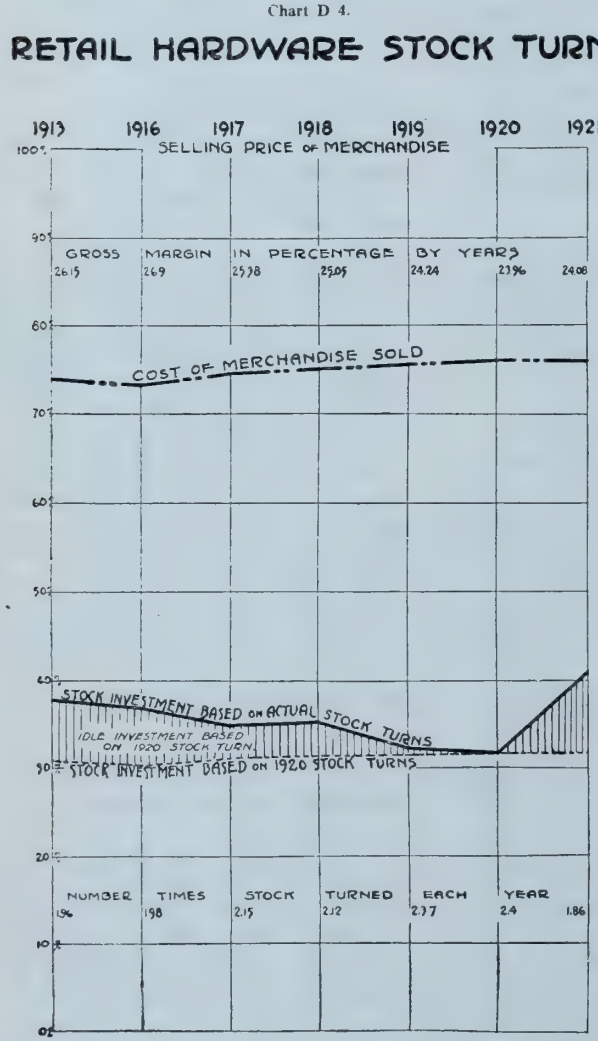


Chart D 4 shows a comparison of the stock investment in hardware based on actual turns with the stock investment based on the greatest turn shown during the period 1913-21 inclusive. This shows the gross margins received, cost of merchandise to retailer, stock investment, stock turn figure and amount of stock investment required to maintain stock turn equal to highest frequency shown during this period.

Some Manufacturers to Blame

The policy of overpurchasing reflects the practice of manufacturers who make inducements to retailers to purchase in larger quantities than they can dispose of quickly. Merchandise investment reaches its highest point of efficiency when stock turns exactly correspond with the merchandise requirements of the community and the facility for purchase without exhausting stock.

Chart D4 shows a comparison of the stock investment based on actual turns with the stock investment based on the greatest turn shown during the period 1913-1921, inclusive, on hardware.

It is the purpose of these figures to show for the years 1913 and 1916-1921: (1) The gross margins received, i. e., the difference between the selling price and the cost of the merchandise; (2) the cost of the merchandise delivered at the retailer's door; (3) the amount of stock investment; (4) the stock turn figure, i. e., the number of times merchandise stock is turned per year; (5) the amount of stock investment that would have been required to maintain stock turn equal to the highest frequency shown during the period covered by this investigation.

TABLE D8.—Cost of operating retail stores, by percentage of each dollar of sales.

	1913	1916	1917	1918	1919	1920	1921
	%	%	%	%	%	%	%
Clothing	25.90	25.20	25.90	26.50	24.00	25.70	24.03
Hardware	20.13	18.60	18.25	18.52	18.40	19.50	24.90
Shoes	24.14	24.45	24.21	24.07	23.78	25.25	26.88
Dry Goods	26.90	26.30	27.40	27.30	25.60	26.00	(1)
Groceries	14.70	15.20	15.50	14.30	14.20	14.60	16.80

1 No data.

The aggregate of these idle stock investments constitutes a heavy burden upon retail distribution, requiring greater credit, larger loans, greater cost of insurance, unnecessary warehousing and handling. It represents larger charges for interest on investment in merchandise and a greater allowance for depreciation of stock than efficient merchandising would justify. In many instances, such investment in surplus stock

Chart D 5.

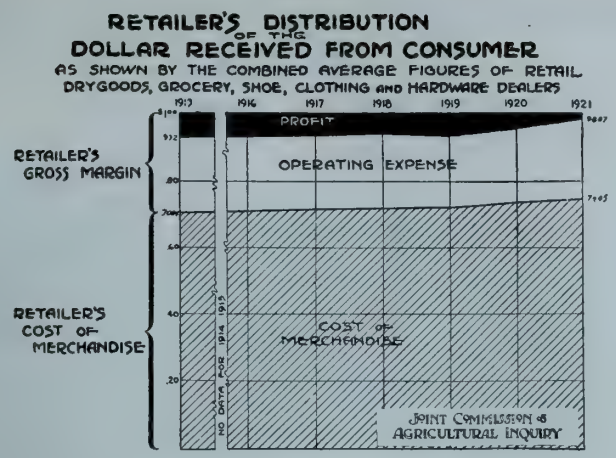


TABLE D1.—*Distribution of consumer's composite dollar in dry goods, groceries, shoes, clothing, and hardware.*

	1913	1916	1917	1918	1919	1920	1921
	Cents.	Cents.	Cents.	Cents.	Cents.	Cents.	Cents.
Cost of merchandise	70.84	71.19	71.39	71.93	72.24	73.96	[1] 74.48
Operating expense	22.36	21.95	22.25	22.14	21.20	22.21	24.39
Profit	6.80	6.86	6.36	5.93	6.56	4.03	1.13

Chart D 5 shows the distribution of the consumer's dollar by retail hardware and other trades from 1913-21. It is explained by Table D 1 below chart.

consumes all of the retailer's capital and credit and makes it impossible for him to take advantage of cash discounts and protect his credit standing.

Wants Cash Discounts

To some extent, surplus stocks are developed through the retailer's desire to secure quantity discount in the belief that he can thereby successfully meet competition and undersell his competitors. To do this, however, he would have to dispose of merchandise within a reasonable time or lose the earning value of more rapidly turned capital.

Chart D 7.

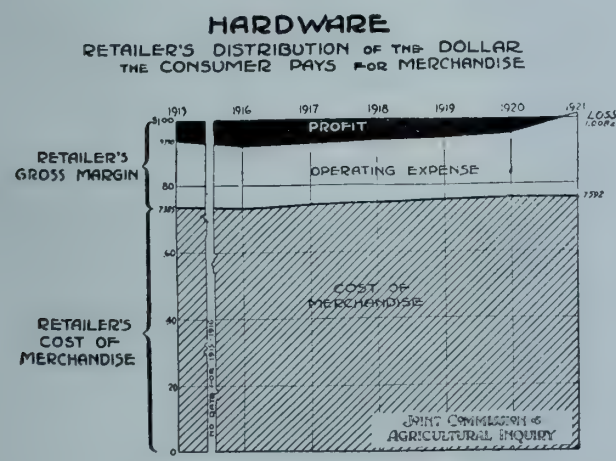


TABLE D3.—*Consumer's dollar spent for hardware.*

	1913	1916	1917	1918	1919	1920	1921
	Cents.	Cents.	Cents.	Cents.	Cents.	Cents.	Cents.
Cost of merchandise	73.85	73.10	74.62	74.95	75.76	76.05	75.92
Operating expense	20.13	18.60	18.25	18.52	18.40	19.50	24.90
Profit	6.02	8.30	7.13	6.53	5.84	4.45	[1] 1.82
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.82

[1] Loss.

Chart D 7 shows the distribution of the consumer's dollar spent on hardware in various years. It indicates that hardware profits were largest in the year 1916 when they averaged 8.3 cents profit out of each dollar. Average profit for the entire period was 5.35 cents per dollar of sales. See table D3 below chart.

Quantity discounts are offered in two forms, cash discounts from the invoice, or a merchandise discount, sometimes termed a "free deal." The latter, however, is a disappearing evil in merchandising, and should be discontinued, because it results in the dealer ordering a larger quantity than his community can absorb within a reasonable time, and adds to a surplus of merchandise a further supply of the same kind of merchandise thereby aggravating an already overstocked condition. The "free deal" practice is dishonest because it purports to be a gift of merchandise, while as a matter of fact the price which the retailer pays includes a profit for the manufacturer on the entire amount of merchandise delivered, including that which purports to be free.

TABLE D11.—Hardware, Retail.

	1913	1916	1917	1918	1919	1920	1921
Cost of merchandise	$99.72	$110.77	$128.50	$153.38	$179.41	$205.24	$196.47
Margin	$35.36	$40.76	$43.71	$51.25	$57.36	$64.77	$62.38
Per cent.	26.2	26.9	25.4	25.1	24.2	24.0	24.1
Sellig price	$135.08	$151.53	$172.21	$204.63	$236.77	$270.01	$258.85

Slow stock turns sometimes result from the retailers purchasing in excessive quantities directly from the manufacturers, with the purpose of securing a quantity price, when it would be more economical to purchase more frequently and in smaller quantities from a near-by wholesaler.

In a previous chapter, we have referred to the disadvantage of future purchasing in anticipation of an unknown demand.

As purchasing agent for his community, the retailer should

Chart D 14.

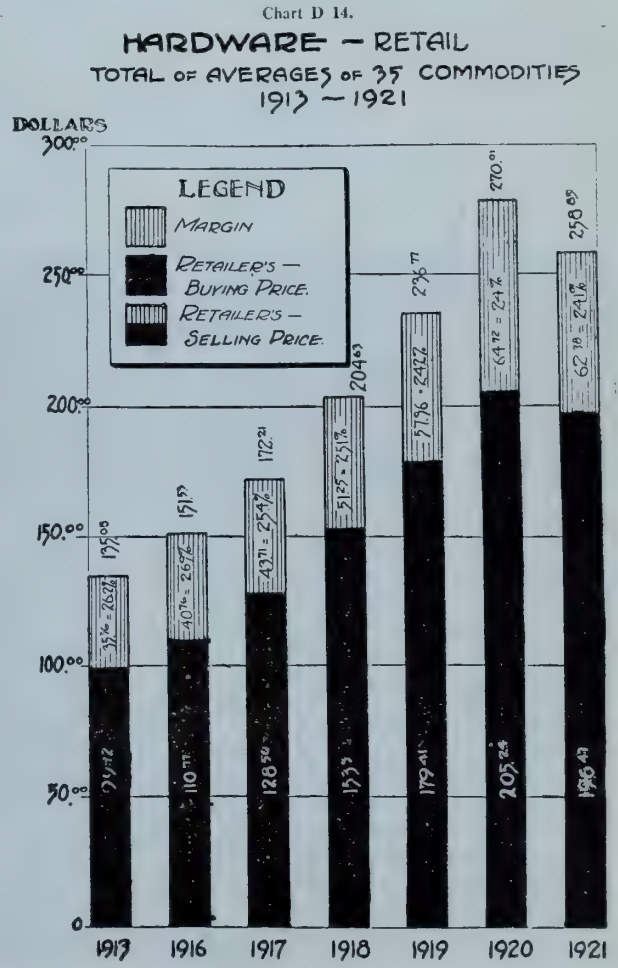


Chart D 14 shows the fluctuating prices on hardware and reflect the price which the retailer paid, the price the consumer paid, the amount of margin and the percentage of margin to sales price. It represents the total of averages of 35 commodities from 1913-21. It is explained by Table D 11.

be in a position to quote prices on such articles in his line as he does not carry regularly in stock. Failure to do this lessens his service to the community and makes it seem necessary to the consumer to purchase through other channels. In certain fields this service has been developed by wholesalers through a system of distributing price information by mail, covering a wide range of articles that the retailer does not carry in regular stock. In addition to this, the service is valuable in that it advises the retailer of price declines which he would not ordinarily observe before repurchasing.

The retailer can qualify as purchasing agent only as he becomes acquainted with the needs of the community, and this information cannot be secured by remaining behind the counters of his store and waiting for consumers to announce their requirements. The retailer cannot properly anticipate the requirements of the consumers in his community without becoming familiar with the demands and new requirements that result from changing economic conditions.

To this end the retailer should co-operate more closely with community organizations whose purpose it is to improve social, civic, commercial, and industrial conditions. In agricultural communities the retailer should maintain contact with farm demonstrators, agricultural colleges, and workers, with a view to assisting in activities that tend to improve production, marketing, transportation, and social conditions on the farm. In co-operating with such organizations he is helping to create greater opportunity for his own success.

Co-operative Buying

There are occasions when consumers feel that the retailer is not functioning satisfactorily as a purchasing agent, and there develops a disposition to create a co-operative buying organization in the belief that it would function more satisfactorily and economically. When proper relations exist between the retailer and consumer, there is neither apparent need nor advantage in creating a new agency to perform the functions of purchasing agent.

As these facts become more clearly understood by consumers there should be better support of local distributors, and this support would naturally be given to the retailers who function most efficiently as purchasing agents, with the gradual elimination of those retailers who merely serve as distributive outlets for the manufacturers.

The services rendered by the retailers are of three types: (1) Fundamental services; (2) services resulting from consumer demand; (3) services resulting from competition.

The fundamental service consists of the retailer's investment of capital in merchandise in anticipation of community requirements in quantity and variety to permit inspection and selection before purchasing. With a knowledge of merchandise and the sources from which it can be secured, the retailer contributes to the convenience and comfort of the community he serves.

The service which the retailer renders in response to consumer demands consists of the following elements: Credit to the consumer who finds it inconvenient to pay cash for purchases as they are made; delivery of merchandise for the consumer who finds it inconvenient to accept merchandise at the time and place of purchase; guaranty that the merchandise is of the quality, quantity, and value which the consumer believes he is purchasing.

Competition Increases Services

The services which result from competition tend to maintain a comparative level of selling price of similar articles and similar service in the various stores. However, in the competitive effort to attract consumers from one store or one locality to another, new services are created which ultimately are adopted by the majority of stores in order to avoid the loss of patronage. This form of competition tends to increase investment in fixtures, convenience, and waste space utilized for such purposes as rest rooms, play rooms, writing rooms, restaurants, etc.

These services may to a certain point attract trade and produce an increased volume of business, with some modification of operating cost. But when such services are instituted by one retailer and duplicated by others, they tend to create a burden of operating expense that cannot be economically supported by a community.

Composite chart D5 of the distribution of the consumer's dollar by retail dry goods, grocery, shoe, clothing, and hardware dealers shows for 1913 a gross margin of 29.16 cents, of which 6.80 cents was profit, while for 1921 the gross margin was 25.52 cents, of which 1.13 cents was profit. In 1913 the operating expenses, exclusive of profit, was 22.36 cents, and in 1921, 24.39 cents, showing an average increase of operating cost of 2.03 cents and a diminishment of profit of 5.67 cents, while the proportion of merchandise included in the consumer's dollar increased 3.64 cents. Out of the profit must be deducted such items as shrinkage in inventory value of merchandise, Federal tax, and stock-moving reductions in response to price declines or movement of stock accumulation. See Table D1.

Profits Largest in 1916

The distribution of the consumer's dollar spent on hardware is outlined in Chart D7. This chart shows that hardware profits were largest in the year 1916, when the retailer averaged 8.3 cents profit out of each dollar paid him by consumers for merchandise. From this point profits declined steadily as increased costs of operation and merchandise absorbed them. In 1921, due to a marked decrease in volume of sales, the ratio of operating expenses to sales increased materially, resulting in a loss for that year amounting to 0.82 cents on a dollar of sales in the hardware trade. Average profit for the entire period was 5.35 cents per dollar of sales. See Table D3.

Retailer Can't Control All Factors

It is obvious that the retailer cannot control all factors that enter into his operating expense. Items of taxes, insurance, "Workmen's Compensation," light, heat, water, telephone, collections, rent, repairs, depreciation of merchan-

(Continued on page 48)

Hardwareman Says West Now on Firmer Footing

THE MONTREAL Board of Trade Centenary Trans-Canada party arrived in the city Saturday. During their journey across the Dominion the party of 125 had traveled for thirty days, covering, by train and boat, 7,275 miles. Members, on their return, report that the trip was an entire success, both from a pleasure and educative point of view. In discussing the impressions which the West left with the eastern business men, Lieut.-Col. Robert Starke, president Starke-Seybold, Ltd., who was one of the party, stated that from every appearance the West in general would be placed on a much firmer footing after the present crop had been fully harvested.

"The vast areas which we passed through showed that the big yield this year is not confined to certain sections, but is generally good. This naturally has meant a better feeling throughout the provinces, and while it was stated in certain localities that this year will bring them to only a partial recovery from their past indebtedness, characteristic of the westerner, they will go ahead and buy on the prospects of another season. Dealers, too, look with confidence on the prospects of trade during this fall and winter, realizing at the same time that their credit will now be greatly helped."

Continuing Col. Starke stated that there was a general crying need for increased immigration. Farmers with their great areas to be harvested were handicapped for help just at the time when it was required, and in traveling through the country one could not help but realize the need of more men of the farming class to cultivate and harvest the vast stretches, parts of which were not yet yielding the amount of grain which should be taken off.

Follow-Up System For Electric Washers

Preliminary Demonstration Followed by Subsequent Calls and Entry of Prospects' Names on Filing System, Results Justifying Time Taken—Survey Indicates Big Possibilities

A RECENT survey of the electrical field from the standpoint of appliances now in use and the prospects for the sale of other appliances indicates where the effort of the hardwaremen selling electrical goods may be placed to best advantage. This survey indicates that 36 per cent. of wired homes have electric washers whereas washing takes about four hours of the housewife's weekly work; 71 per cent. of homes wired have electric irons and 4 per cent. have ironing machines while ironing takes five hours of the weekly labor; 40 per cent. of wired homes have electric vacuum cleaners while sweeping and dusting occupy ten hours a week; only two per cent. of wired homes have electric dish-washing machines while dishwashing takes fifteen hours a week. Only two per cent. of wired homes have electric ranges while cooking takes twenty-five hours work a week.

This survey also indicates that far from being anywhere near the saturation point, only a very small number of homes are using dishwashers, electric ironers, washing machines, vacuum cleaners, irons, etc., compared with the number owning automobiles, phonographs and such articles. Furthermore, only about half the houses occupied are wired for electricity though thousands of others are being wired each year as electric current extends further into the rural districts.

Plan Sells Electric Washers

Discussing the subject of electric washer sales with a hardwareman, a plan recently tried out by this retailer was outlined. He had sent out a salesman to call from door to door and demonstrate the type of electric washer he was handling. This plan was conducted for some months and the salesman had called upon a large number of prospects but not a single order was forthcoming. Though this state of affairs appeared somewhat discouraging it was continued because the merchant had absolute faith in the salesman. His prospects were made up of a list of all users of electric current, he concentrating upon those who did not at the time use a washer. Results came later and in such quantity as to fully justify the action taken by the retailer. Many sales came in the following months and the demonstration work done by the salesman was responsible for each. His work had started people thinking but it was realized that the outlay even on an easy payment plan loomed rather large in view of rather poor business conditions and it was necessary for most of the prospects to consider the matter for some time before deciding on making this expenditure. Naturally the attributes of the victrola or piano or other article which came into comparison were much discussed, but it is an indication of the result which will follow efficient demonstration that the advantages of the washing machine were so instilled in the minds of the prospects that a good proportion of them made the purchase.

The Prospect Card

Following the canvass a complete card index was kept and each card was started with the entries made by the salesman who did the demonstrating and who had first hand knowledge of the requirements. This card provided for date, name and address and a blank as to what the person was a prospect for. On the body part of the card was space for entries at various dates as to what the prospect had to say. At the left was place for date called on and on the right was place for date when the prospect should be called on again. An experienced salesman could tell at a glance just what shape each prospect was in. The card after being entered is filed to come up on the day when follow-up is to be made.

The use of the cards enabled the firm to segregate the better class of prospects and to concentrate attention on the most likely ones. Five files were then used, first in alphabetical order; second the follow-up file indexed according to date, the "sold" file for future reference, the "sold to competitors" file and the "not interested" file.

This merchant found that such a campaign well repaid him for the trouble taken and the concentration of interest at housecleaning time and at Christmas always developed some sales from the list of prospects.

How Quebec Hardwareman Goes After Hunting Trade



With the hunting season in full swing the windows of retail hardware stores may be suitably arranged with such unique displays of hunting equipment as that depicted herewith by A. G. Letourneau, of Victoriaville, Quebec. This merchant does a considerable business each fall in ammunition, guns, camp supplies, hunter's personal equipment, etc., and much interest is stirred up by the use of such displays as this. The material used in such a window is easily procured and yet it gives a very natural setting.

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TORONTO, SATURDAY, OCTOBER 7, 1922

A Distinct Loss to All

IT IS AN odd coincidence that the great fire which has this week swept across Northern Ontario, wiping out several established settlements, and the fires which threaten in many parts of the Maritime Provinces should come during the annual Fire Prevention Week. The catastrophe in Northern Ontario is said to be the worst in its history, exceeding that of a few years ago. Aid is being rushed by both the Provincial and Dominion governments and it is to be hoped that no pains will be spared to provide generous aid immediately to relieve the hundreds of sufferers. Besides burning up much valuable timber and reducing to ashes many thriving settlements engaged in bringing into use our extensive natural resources, many splendid retail hardware and other stores have undoubtedly been destroyed. In this respect the loss is not only to the country in general but directly to the hardware trade. Steps should be taken to remove the danger of such far reaching holocausts.

Making It Easy for Mail Order Firms

AT THE later sessions of the Postal Conference at Ottawa a number of suggestions were made, but fortunately not acted definitely upon, which are of prime interest to retail hardwaremen. A suggestion, for instance, was made that the maximum weight of four pounds, six ounces, as now applying to parcel post between Canada and the United States, be increased to eleven pounds, this being the maximum weight now applying to domestic parcel post. There is no doubt that such a step would greatly increase the volume of merchandise coming into Canada from the United States and be a distinct advantage to U. S. mail order firms doing business in this country. One authority has estimated that such action would increase the volume of such business five to six times and that Canada would be called upon to bear increased liability as conveyor of additional U. S. mail unless arrangements were made for granting a larger proportion of revenue for carriage of such parcels on this side of the border. Hence it appears that not content with adjusting the regulations to benefit Canadian mail order houses by granting C.O.D. privileges, there are those who would now make the way as easy as possible for U. S. firms to do a mail order business in Canada even though this country assume greater liability as result.

There is a provision in the regulations that a salesman coming to solicit business in Canada for a foreign company must establish some headquarters in this country where records of the business are kept. Even this helps to encourage the establishment of warehouses, offices and factories in Canada but by the suggestion now made, mail order firms across the line would be given increased accommodation for soliciting business in Canada without the necessity of having any Canadian establishment.

The suggestion was also made that weight of parcels carried in Canada be increased over the present maximum of eleven pounds though the same limit of size of parcels is to be observed. It has generally been recognized that the express companies are best fitted to handle parcels of a weight over eleven pounds and under that which would be classed as freight. That is their business and they have the conveyances and shipping facilities to take care of it. If the limit of weight is to be much increased it will not be long before the government parcel post service is encroaching upon its own express service, and the disastrous results of such duplication of effort have already been made apparent.

Parcel Post Shows Big Deficit

IN CONNECTION with the introduction of the new C.O.D. Parcel Post service in Canada, as outlined in recent issues of Hardware and Metal, it is interesting to note that postal officials in the United States are finding it necessary to increase rates on Parcel Post in view of deficits which have followed its operation. Rates in that country on such mail matter are being advanced to cover an annual deficit of nearly seventy million dollars. The increase will mean an average of $3 a year to every family. The U. S. Postmaster-General makes it plain that the Parcel Post service has not been paying its way. Steps have been taken to establish responsibility for the deficit and it has been found that first class mail is paying a profit; that second and third class are at least making expenses; that special services cost the country two to three million dollars a year and that Parcel Post is carried at a considerable loss. It is not known yet exactly what the increase will be but it has been estimated that increased rates of three cents a parcel will be necessary to cover the deficit.

The situation in Canada is similar in some respects, notably the fact that the Parcel Post branch of our mail carrying service has also been operated at a loss. Yet despite this fact the new C.O.D. service has been introduced since October 1 bringing with it increased accommodation for mail order houses and large city department stores who seek business throughout the country in direct competition with local retail stores. This accommodation brings with it a responsibility to the government which did not exist under the former plan, and it leaves the strong likelihood that the government may be unable to secure 100 per cent. collections. If the attempt is being made to put the parcel post service on a paying basis by endeavoring to increase the volume of material carried, it is questionable if this can be accomplished at rates which have so far shown a deficit, to say nothing of the increased liability to the carriers under the new plan. The discussion of the subject at the conference of Dominion Postal Officials in Ottawa this week will be read with interest.

Opportunity for Hardware Business

CANADA'S Minister of Trade and Commerce is proceeding to Australia to negotiate some preferential trade agreement by which the commercial conditions of Canada may be improved. We sell a wide variety of lines to Australia notable among which are a number of lines of hardware including drills, tubing, cutlery, aluminum, cream separators, steel wire, bar iron and steel, nails, tools, brushes, tires, explosives, etc. Our exports to Australia have gradually increased from approximately three million dollars in 1912 to eighteen million dollars in 1921. Imports increased from four hundred thousand dollars in 1912 to four million in 1919 but have since dropped off to about eight hundred thousand for 1921. From the standpoint of Canada's producers of iron and steel products such a trade agreement with Australia would be particularly advantageous.

Much Protest Over New Gasoline Pump Regulations

Retailers Object to Clause Stating That Pumps in Future Must be Placed on Sidewalks—Works Hardships With Merchants Who Have Pumps Already Installed

MONTREAL.—The proposed new by-law governing the installation of gasoline pumps in Montreal, is being received with considerable discussion on the part of many merchants, and disfavor is found in many quarters. A delegation of the Montreal branch, Retail Merchants' Association of Canada, recently waited on the special aldermanic committee and fully discussed the measure, recommending certain changes. The by-law is by no means a new one, it being brought to the attention of the city council two years ago, and again revived earlier this year. On both previous occasions action was deferred, but from present indications it would seem altogether probable that the law will be put into force on this, its third appearance, it being met with favor by the council with a few minor changes.

Provision is made in the new law that no reservoirs be installed under public property; that pumps must have an electric light on top of them illuminated for the same period as the street lights; that the centre of the pump must not be less than eighteen inches from the edge of the sidewalk and be at least five feet from any building, with the reservoir pipe at least four feet under the sidewalk. Permits to instal will only be given to the owners of the property at which the gasoline is to be sold, and accompanied by a plan and full details of the requirements.

Sidewalk Pumps

In discussing the proposals with M. Lapointe, local secretary of the R. M. A., it was pointed out that the clause which states that all gasoline pumps must be placed on the sidewalk was the one meeting with disapproval from the association. Many merchants who were now selling gasoline had their pumps installed inside the building with an overhead lead pipe to the edge of the pavement. This allowed them to sell the gasoline from the inside with no obstruction whatever to the sidewalk traffic. Under the new law they will be compelled to move the pump at least five feet from the building which means a complete tearing-up of the system. The worst feature is that many of these dealers will not be able to use their old pumps, as the specifications of the sidewalk pump call for a totally different apparatus than many of them are now using.

Merchants in Downtown Section

It is also clearly stated in the by-law that permits will only be granted in cases where a pump on the sidewalk will not hinder traffic or prove a nuisance in any way. At the present time there are a number of merchants in the downtown section, and even in the residential section, of Montreal selling gasoline. The question might well be asked, where will these dealers place their pumps? It is questionable whether a permit would be granted to such a store, certainly not on some of Montreal's busiest thoroughfares.

By-laws in Other Towns

Although other centres, particularly in Ontario, have a by-law much the same as the one now proposed for this city, Mr. Lapointe said that pumps on the outside might be satisfactorily worked where the climate was not so severe. In Montreal, Ottawa and other eastern cities the weather conditions were much more severe than they were in most Western Ontario cities and towns, and selling gasoline on the edge of the sidewalk is a little different in these places than it would be locally. In mid-winter, with the temperature well down below zero, there would be little encouragement for the merchant to go outside and draw gasoline. Then, too, it was always noted that where a gasoline pump is situated the sidewalk becomes very slippery because of the tramping from the added traffic around this point. Certain cities compelled the merchants to clean the ice and snow from the sidewalk in front of their premises, but unfortunately Montreal had not yet enforced such a law.

Mr. Lapointe further stated that in all probability the association would deal further with the question before any action was taken, and he hoped to get a strong representation of merchants to again go before the city council and ask for further changes in the by-law, especially dealing with the question of merchants who already have their pumps inside their buildings.

WANT GASOLINE TINS PAINTED RED

North Bay, Ont.—Arising out of a recent tragedy at Sturgeon Falls, in which two young boys were burned to death in their father's home and other members of the family barely escaped with their lives as a result of an error in using gasoline instead of coal oil in the kitchen stove, a resolution was introduced at a meeting of the North Bay Board of Trade, recommending that all cans containing gasoline be painted red with white or black markings, and that anyone purchasing gasoline must contain it in a can of this description.

Advising Customers Business is Now on "Cash Basis"

AN INCREASING number of hardware stores are going on the cash basis of conducting business and enquiries have frequently come to Hardware and Metal as to the method to be employed for making this change and the announcements to be made to customers so as to avoid any semblance of friction. C. H. Horsley, hardware merchant of Castor, Alta., has placed his business on the cash basis since October 1, and the following is the announcement he made through his local newspaper:

> To Our Friends and Customers:
>
> We herewith announce that on and after October 1st our business will be run on a strictly cash basis. During the time we have been in Castor we have tried to give you the best value for your money and have come to the conclusion that the only way in which we can get down to rock-bottom prices is to buy for cash and to sell for cash. The expense of maintaining credit accounts is no small item. We know by eliminating this expense and also bad accounts we can offer very much better values.
>
> Municipal accounts, building accounts, outside workshop accounts such as tinsmithing, plumbing, etc., will be payable on completion of the work or first of the month.
>
> It will pay you to get our prices under the cash system, the credit system entails a great deal of expense and lost time which our customers will save by paying cash. Often an account will require before it is collected an expense of 15 to 20 per cent. The cash system means this expense will be done away with and the saving given to our customers.
>
> We take this opportunity of thinking you for your patronage of the past and trust we may have the pleasure of serving you in the future under our money saving Cash System.

The above may offer a suggestion for such announcements by other hardwaremen contemplating such action.

Events in the Trade

BUSINESS CHANGES

R. H. Breeze, hardware, Danforth Ave., Toronto, Ont., has been succeeded by J. H. Nichol.

Paisley, Ont.—A quick change in business occurred when Fraser Bros. disposed of their hardware stock and trade to Mr. L. O. Charlesworth, of Glencoe, after a few hours business parley. The new proprietor, who has about twenty years' experience in this line, has now taken possession.

MOVES TO NEW PREMISES

Bridgeburg, Ont.—The Twentieth Century Store is enlarging its stock of hardware and woodenware and is moving to larger premises now being vacated by W. M. Hogg.

FIRE LOSS

Owen Sound.—The warehouse of the Keenan Wooden Ware Mfg. Co., entirely filled with the company's products, was completely burned with loss estimated at $50,000.

DOMINION INCORPORATIONS

The Economic Patent Kettle Co. Ltd., head office Calgary, capital $30,000, to manufacture metal goods of all kinds, kettles, boilers, furnaces, etc.

PERSONAL

George Henderson, president of Brandram-Henderson, is visiting their Maritime branch this week.

James A. Hossack, sales manager, Lufkin Rule Co. of Canada, leaves this week for a trip through Western Canada.

C. S. Phoenix, of the Steel Co., of Canada Ltd., has been transferred from the Hamilton office to the sales department in Toronto.

Chas. Adcock of Adcock & Co., Montreal, is on a business trip through the Western provinces, and will call on the principal jobbing houses from Winnipeg to the coast.

Jules C. Paquette, formerly associated with Lewis Bros., Montreal, is now representing the Sorel Lock Limited, manufacturers of locks, Sorel, Que. Mr. Paquette's territory is the province of Quebec.

The announcement is made that C. J. Stover has been appointed manager of the Consolidated Asbestos Company, replacing Major-General Sir John Carson, K. C. B., who is retiring on account of illness. Sir John, who has been ill for some time, is a director of many industrial corporations, and a well-known figure in the financial life of the Dominion.

NORTHERN ONTARIO FIRE

One of the greatest forest conflagrations in the history of Northern Ontario, has destroyed Haileybury, North Cobalt and many other smaller centres including Heaslip, Brentha, Elk Lake, Charlton, Earlton Junction, Thorneloe, Uno Park and Englehart. Many deaths have been reported and relief trains are being rushed by the provincial and Dominion governments. No definite details as to the losses among retail merchants in these districts are available at time of going to press.

BURGLARS STEAL BRUSHES

Hamilton, Ont.—Burglars visited the warerooms of Meakins & Sons, 77 Dundas Street, and walked off with five dozen of the most expensive brushes in the shop, valued at approximately $275.

STEEL MERGER OFF

The proposed merger of the Inland Steel Company, the Midvale Steel and Ordnance Company, and Republic Iron and Steel Company, will not be effected. The situation arising from the action of the Federal Trade Commission in declaring that such a merger would be illegal was declared responsible for the decision.

ANNUAL MEETING OF THE CANADIAN HARDWARE ASS'N

The annual meeting of the Canadian Wholesale Hardware Association is being held in Montreal this week. At the time of going to press the meeting was still in progress. Thomas M. Birkett of Thomas Birkett & Sons, Co., Ltd., Ottawa, Ont., was re-elected president of the association. At the annual banquet, Sir Henry Drayton was present as the guest of honor. A complete report of the convention will appear in next week's issue of Hardware and Metal.

ST. JOHN HARDWAREMAN ADDRESSES ROTARY CLUB

Miles E. Agar, one of St. John's leading hardware merchants, gave an address on "Trade of Old St. John" at the weekly luncheon of the Rotary Club. Mr. Agar dealt in a very interesting manner with the methods of doing business in the olden days, and said that it was with a good deal of pride that he recalled the names of St. John residents who had been in business seventy-five and a hundred years, and were still going strong, although in most cases of course the founders had passed away, but the businesses still carried their names. There are about fifty of these old firms still in existence, Mr. Agar stated.

MARITIME BOARD OF TRADE TO HAVE SECRETARY

At the Maritime Board of Trade convention held in St. John, N. B., it was decided to have a permanent secretary. This step was considered necessary for the successful carrying out of a progresive campaign to boost the Maritimes, and build up trade with the three provinces, New Brunswick, Nova Scotia and Prince Edward Island.

RETAIL MERCHANTS TO FORM BRANCH IN CONNECTION WITH CHAMBER OF COMERCE

Hamilton, Ont.—An enthusiastic meeting was held in the Chamber of Commerce by a representative gathering of retail merchants for the purpose of forming a retail merchants' section of the Board of Commerce.

The meeting was presided over by J. R. Watson, who informed the members that there were at least 200 retail merchants members of the local Chamber of Commerce. The advantages of forming a local retail merchants' section were discussed, and it was decided that a committee be appointed to select 40 names from the 200 to be balloted on by all the members. Fifteen of the forty would form the executive of the new section. The committee appointed was: J. R. Watson, W. J. Hobson, Fred Cloke, F. H. Healey and G. J. Kingdon.

OPPOSE TAX ON BICYCLES

London, Ont.—The Canadian Bicycle Dealers' Association, on the occasion of their convention in London, mingled business with pleasure in interesting quantities and altogether had a great time.

It was decided that bicycle week would be the second week in May. Next year this annual institution will be known as Canadian bicycle show week and in addition to the general arrangements for it, dealers in various cities and towns will have spring openings of their goods in that week.

On motion of B. B. Halladay of Weston, the association voiced its disapproval of the proposed provincial tax of $2.50 on each bicycle, embodying in the resolution that, as bicycles are now largely used in business and by juveniles, such an imposition was unfair. They also expressed approval of a municipal license fee of 50 cents per year. Mr. Ferries also moved for the appointment of a membership secretary and the increase of the executive committee from nine members to 12.

BUSINESS CHANGES

J. L. Vokes & Sons, hardware, Toronto, are moving from their former location at 68 King street, W., to new premises at 106 York street.

PERSONAL

W. A. C. Hamilton, secretary of the Consumers' Cordage Co., Montreal, left this week on a month's trip through the western provinces to the coast.

J. H. Conover, general manager, and T. Houghton, sales manager, the Martin-Senour Co., Montreal, are on a visit to the Maritime Provinces this week.

SUDDEN DEATH OF JOHN P. SEYBOLD

John Phillip Seybold, director of Starke-Seybold, Ltd., and representative for the Province of Quebec of the Independent Cordage Co., Toronto, and Plymouth Cordage Co., Welland, Ont., died suddenly from heart failure while in his office in Montreal. He was apparently in his usual health up until the time of death, as two of his sons called on him at his office only a few hours previous.

Mr. Seybold was born in Montreal in 1848, and was a life-long resident of the city. As a youth he started in the hardware business, and was first employed with the old firm of Joseph N. Hall & Co., after which he went into the retail hardware business for himself on St. Joseph Street, now Notre Dame. On the death of J. N. Hall he engaged with his father, the late Christian Seybold, in the wholesale hardware business, under the firm name of Seybold, Son & Co., on St. Paul Street. Later they moved to larger premises at 478 St. Paul Street, which were burned in the Board of Trade fire a few years later.

The firm then erected a modern structure on the same site, as Seybold & Sons Co., Ltd., which in 1907 was amalgamated with the Starke Hardware Co., under the present firm name of Starke-Seybold, Ltd., on St. Peter Street. At this time Mr. Seybold retired from active connection with the new firm, and formed a new business affiliation, as representative for the Province of Quebec of the Independent Cordage Co., Toronto, and the Plymouth Cordage Co., Welland, Ont. This business soon grew beyond his strength, and he was joined by his son, E. L. Seybold, under the firm name of J. P. Seybold. Two other sons, Herbert B. and Gordon C., continued the family interest in Starke-Seybold, Ltd., with Lieut.-Col. Robert Starke and the late William Starke.

Mr. Seybold is survived by his widow, four sons, Ald. Herbert B., Gordon C., E. Leslie, all of Montreal, and J. Clifford Seybold of London, Ont., and one daughter, Mrs. George E. Blackburn, Westmount.

Western Canada News

WESTERN CANADA NOTES

Alf Babb, hardware merchant of Portage La Prairie, was a caller at the J. H. Ashdown Hardware Co.

The Canadian Metal Tie Co., Ltd., was incorporated in Victoria this week with capital of $500,000. The head office is to be in Vancouver.

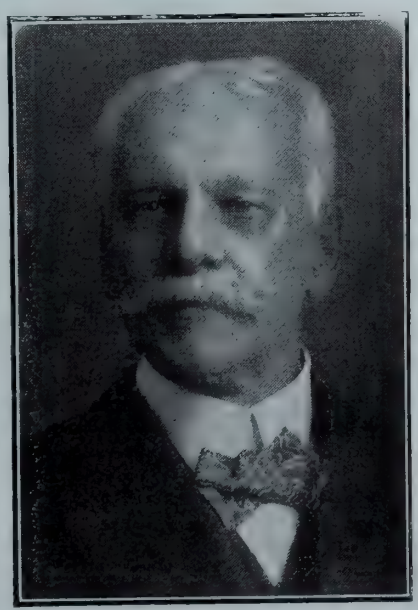
Harry Moulden, western representative of Taylor-Forbes Co., and Dowswell Lees & Co., spent a few days in Calgary among the trade on his return from western coast points.

R. A. Graham, secretary-treasurer of The J. H. Ashdown Hardware Co., Ltd., Winnipeg, is in Calgary this week on a tour of inspection of this company's western branches.

C. H. Tewksbury, vice-president of the Boston Varnish Company, is spending a few days in Calgary in the interest of the business of his firm, and incidentally looking up his old friends made in earlier days.

A. G. Richards, manager of the plumbing and heating department of Marshall Wells Alberta Co., Edmonton, visited the trade for a day on his way through to Winnipeg.

At the regular weekly luncheon of the Vancouver Electric Club, which occurred on the anniversary of the birth of that pioneer of electrical science, Michael Farraday, an interesting address on his life was given by J. Francis Bursill. President Pym was in the chair.



THE LATE JOHN P. SEYBOLD

PRAIRIE CHICKEN SEASON OPENS

The season for shooting prairie chicken, partridge and grouse of any variety, except ptarmigan, opens October 15, and not October 1, states J. H. Evans, Manitoba deputy minister of agriculture. The open season, he said, is from October 15 to 22, and the total bag must not exceed 25 birds.

WANTS LOWER EXPRESS RATES IN WEST

Moose Jaw, Sask.—The Moose Jaw Board of Trade decided to make an attempt to have the express rates reduced.

After a discussion on the subject, the secretary of the local Board of Trade was instructed to communicate with the Associated Boards of Trade of Saskatchewan, asking that body to co-operate with the local Board of Trade in an effort to get the Board of Railway Commissioners to consider the reduction of express rates.

RETAIL CLERKS IN EDMONTON BATTLE OVER HALF HOLIDAY

A verbal battle was staged in the Edmonton council in connection with consideration of the half-holiday question. R. McCreath, appearing for the retail clerks and the Trades and Labor Council, which had protested against the action of council in suspending the weekly half-holiday by-law, pointed out that the clerks had been granted the right of a holiday by a plebiscite taken two years ago. Also the resolution of the joint committee, which had asked for a holiday until September 30, had been ratified by the city council. The clerks were reasonable, he said, and if the merchants had a reasonable proposition to make the clerks would be disposed to consider it. He held that it was wrong for the city council to suspend the by-law because of the objections of a few disgruntled merchants.

W. A. Carmichael, president of the Retail Clerks' Association, traced the history of the half-holiday dispute here. In Calgary, Medicine Hat and Lethbridge the half-holiday was in effect all year,

APPOINTED CANADIAN REPRESENTATIVES

While on his recent trip to England and the continent, John Richardson of Richardson & Bureau secured the Canadian agency for Henry Rogers & Co., Wolverhampton, Eng., cutlery manufacturers and exporters of metals, chains, anchors and ship chandlery. They will represent this firm throughout the Dominion with the exception of British Columbia, the trade being already taken care of in this province.

New Hardware Goods

Offered to Canadian Hardwaremen

BEACON COMBINATION PARKING AND STOP LIGHT

The parking light of this device is made in one piece connected with the stop light portion and held in position by a broad nickeled clasp. The stop light portion is of drum design and flashes red stop signal when the brake is applied by means of a switch carried underneath the car. The parking light shows red to the rear and white to the



front and is fitted with a 2-candle-power bulb, effecting a considerable saving in storage battery capacity over the lighting of head and tail lamps. The shell of the Beacon light is made of high grade tempered rolled steel. The switch is steel encased and is entirely enclosed preventing dirt, etc., from putting it out of order. Made by the Beacon Stop-Lite Motor Lamp Mfg. Co., Cleveland, Ohio.

"REMY" TRANSMISSION LOCK FOR FORD CARS

This lock consists of a transmission case cover having on its under side a forged steel bolt and a malleable iron cross-bar. The bolt and bar are operated by a key turning in a locking cylinder which projects above the floor board of the car, near the foot brake pedal. When the device is locked, the bolt moves forward and engages the teeth of the flywheel, and the cross arm slides under the sides of the transmission case opening. The makers point out that this renders it impossible to start the motor or remove the lock. It fits into the top of the Ford transmission case and is installed by screwing it on in the place of the original cover. When installed the lock lid comes just above the floor board near the brake pedal. Made by the Hercules Mfg. Co., 2128 Northwstern Ave., Indianapolis, Indiana.

SIDE OUTLET PLUG

A new side outlet plug has been placed on the market by the Anylite Electric Company of Ft. Wayne, Ind. This product is designated as the "Anylite



TP-2." Its construction is similar to that of the "Anylite" twin plug, the cover being of cold molded insulation and the legs of hard vulcanized fibre. The lower leg is threaded for a shade holder so that the lamp and shade are held in correct relative position, the tap for appliances being made above the shade.

"PERFECT" WAX POLISHER

Messrs. Braun & Bonnick, Ltd., Toronto, are introducing to the market their new "Perfect" wax polisher. One of the features of this type of floor polisher is the fact that the handle is forked at the lower end, and clamps on to both sides of the top. The manufacturers point out that this insures an



even pressure when in use, either pushing or pulling the brush.

The grooves in the top of the polisher permit the steel fork to lie flush with the top, when the polisher is in use for floor surfaces under low furniture or obstacles. Heavy felt bumpers are also noted, these covering both ends as a protection against injuring woodwork. It is made in three weights, 15, 20 and 25 pounds.

NEW DOMESTIC GRINDER

The Luther Grinder Mfg. Co. of Milwaukee, Wisconsin, have recently announced a new four-inch tool grinder for domestic use to the trade.

IDEAL MOP WRINGER

A new patent "Ideal" wringer mop is being distributed by the Ideal Aluminum Products Ltd., Toronto. This mop is fitted with rubber rollers, the same as used on a washer. According to the manufacturers' description, this mop can be easily wrung out, without the hands coming in contact with water. It is also claimed that hot water or water mixed with chemicals can be safely used.



Metal Mendit, is another product added to the Ideal line. This is described as a simple mender for leaky utensils, irrespective of their metal composition. It is an aluminum solder and heats quickly.

STARRETT 1-INCH MICROMETER

A new one-inch micrometer has been placed on the market by the L. S. Starrett Co., Athol, Mass. The frame is drop forged and is ribbed to provide added rigidity, and is finished in black enamel. It is claimed to have a longer life due to the fact that the contact points are .270 in. dia. with a screw of .312 in. dia. Decimal equivalents are marked on the thimble. The micrometer can be obtained either with or without a ratchet stop.

FUEL ELECTRIFIER

The Bukolt Manufacturing Co., have recently placed on the market a device for heating and vaporizing gasoline fuel by means of electric heat before it reaches the cylinder. It is claimed that this is accomplished by means of a heat coil of special material which produces heat at the least resistance. The apparatus includes a wire ball forming a screen through which the fuel must pass. This ball is heated red-hot and transforms the liquid into gas ready for explosion under cylinder pressure. The heat coil is placed and connected in between the carburetor and manifold on the charging line between the generator and battery.



PRICE revisions on the current hardware markets are again of a varied nature, but, as has been the case during recent weeks, the number of advances is far in excess of the reductions. Higher levels are now in effect on common brass butts, including standard narrow, middle, broad, desk and shutter butts, and a similar upward change is also noted on radiators and boilers. The chief downward revision is found in the spring booking prices on rubber lawn hose, a reduction of between ten and fifteen per cent. being announced. That some higher levels will also be made effective in the near future on chain is rumored, while the manufacturers of Superfex stoves announce that an increase is pending.

THERE has been a lull in the activity on the domestic bar iron markets, and, while trading in sheets is still reported brisk, the march toward higher quotations has halted, temporarily at least. The steady trend on lead and zinc products is chiefly due to the upward climb in primary metals. Wrought piping is on an extremely firm price basis. A seasonal slackening is now evident in the demand for corrugated sheets. Manufacturers of the Mephisto line of auger bits state that an advance in price will probably be announced in the near future.

THERE is still a good fall trade generally recorded for many lines of builders' hardware, including locks, butts, glass, nails, roofings, building papers, sash cord, sash weights, paints and varnishes. Reports from the west indicate that much of the threshing in the Prairie Provinces has been completed, and the balance should be done early next week providing the present fair weather continues. A splendid average yield of grain is being marketed, and farmers who are finished with threshing are getting a lot of fall plowing done and in some districts the seeding of fall rye is general.

Montreal, Que.

MONTREAL, October 5.—Market changes are again in an upward direction, and apart from actual price revisions there are other stable hardware commodities with a very firm undertone, and higher prices are considered pending. Eavestrough and conductor pipe have advanced quotations, these products now selling at seventy per cent. off list prices. The standard line of brass butts are higher in price, also skate screws. An early revision to higher levels is expected on "Mephisto" auger bits, while coil chain prices are reported as very firm.

There is an improvement in the scrap metal markets with lines of copper and steel much stronger in tone. Lead and spelter on primary markets still display a good amount of strength, and as a result the undertone of finished products is very firm. Roofing manufacturers state that a very strong tendency has crept into the market for their products, and advanced prices are thought likely at any time.

PROBABLE INCREASE ON "MEPHISTO" AUGER BITS

Montreal.

The manufacturers of "Mephisto" auger bits announce a probable advance in prices of from 15 to 20 per cent. in the near future.

COMMON BRASS BUTTS QUOTED AT HIGHER PRICES

Montreal.

An advance of approximately 15 per cent. is made in quotations on the standard line of brass butts, including narrow, middle, desk, broad and shutter butts.

ADVANCED PRICES ON TROUGH AND PIPE

Montreal.

An advance of a little over 10 per cent. is made in quotations on eavestrough and conductor pipe. The discount which was formerly 70 and 10 per cent. off is revised to 70 per cent. Conductor pipe elbows and sundry lines are unchanged at 60 per cent. off list prices. The undertone of the market for these materials has been very firm for some weeks past, and as pointed out in recent issues of Hardware and Metal new higher prices have been considered as pending. Flat galvanized sheets have been very firm in price, quotations recording various advances through the later summer months amongst different distributors. The present revision in trough and pipe is said to directly reflect the upward swing in flat sheets. Following are list prices and prevailing discounts:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in., $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70 per cent.

CONDUCTOR PIPE—Round, Plain and Corrugated. per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in., $29.60; 5 in, $40.00; 6 in, $49.00; 6 in., $49.00.

Discount 70 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.

2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in., $29.00.

Discount 60 per cent.

SKATE SCREWS QUOTED AT HIGHER FIGURES

Montreal.

Higher prices are now given on skate screws, these now being quoted at 55 cents per carton of one dozen packages.

SLIGHTLY IMPROVED MARKET FOR BOILER TUBES

Montreal.

The market for boiler tubes is now said to be in a slightly improved position, demand a little better than during the past summer months, and a strengthening tendency evident in production circles in line with other iron

and steel products of this nature. Stocks are now considerably less than formerly, and distributors state that local quotations will in all probability reflect the tendency in primary circles more readily in future. Following are unchanged quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	21 00	....
1½ inch	20 00	....
1¾ inch	23 50	....
2 inch	20 00	19 00
2¼ inch	23 00	21 00
2½ inch	26 00	22 50
3 inch	32 00	28 50
3½ inch	37 00	33 00
4 inch	47 00	42 00

Prices per 100 ft. f.o.b. Montreal.

STEADY TONE IN COTTON WASTE MARKETS

Montreal.

A steady situation remains in cotton wastes, the undertone of the market continuing fairly firm with only minor fluctuations in raw cotton circles. Dealers are still of the opinion that prevailing prices will remain unchanged until later on in the year at least. Present quotations follow:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

LEAD AND ZINC MARKETS IN FIRM POSITION

Montreal.

Lead and spelter on primary markets still contribute a firm undertone in lead and zinc products. The former metal is very firm on American markets, while London also reports substantial gains. Spelter has for some time past been displaying one of the strongest, if not the firmest tone of any metal on the ingot list. Manufacturers of the finished products state that they are now awaiting further developments, and in the meantime the market in general is in a very firm position. Following are present quotations:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25
Do., strictly, lb.	0 22
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

STEEL PRICES FIRM BUT UNCHANGED

Montreal.

Steel producers still report a firm undertone in the iron and steel industries generally, with little material change in the market for bar products. Pig iron remains at the recent advance, and the opinion is expressed in one quarter that the prevailing figure may represent the peak price. There is however, no indication of any easier tendency and it is probable that a much steadier market will be noted. Local quotations on the various lines of bar iron and steel remain unchanged, and one of the likely reasons now stated for the variation in quotations between the local market and other domestic centres is that a considerable quantity of these products has been available from firms who were anxious to dispose of their heavy stocks, and offered same at a reduced figure.

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SLACKENING IN SEASONAL CALL FOR CEMENT

Montreal.

Current quotations on cement remain unchanged with the seasonal demand said to be somewhat less than a few weeks ago when contractors and other builders were rushing outside construction work through before a turn to colder weather and frost which is liable at any time now. Unchanged price levels are as follows:

CEMENT—	
Car load lots, per bag, f.o.b. steam cars	$ 0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Rebate of 20 cents for empty bags.

CORRUGATED PRICES FIRM BUT UNCHANGED

Montreal.

Although higher prices are now recorded on eavestrough and conductor pipe, and other galvanized were recently revised to higher levels, corrugated sheets remain unchanged. The undertone of the market however is still described as firm with demand continuing quite favourable for this season of the year. List prices and discount are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

AMPLE SHEET STOCKS AMONG DISTRIBUTORS

Montreal.

A little different aspect is now manifest in the local sheet markets, especially galvanized, when distributors state that owing to continued arrivals of fresh cargoes from overseas their stocks are gradually becoming heavier in face of a steady demand. Up until recently there has been little or no surplus on hand and the fact that stock replenishment has been of such proportions as to cause a surplus, with prospects of further arrivals from England, is looked upon in some quarters as sufficient for a turn in the market. Quotations for many weeks past have been on an upward climb, but it may be that this tendency is now nearing an end. It is also noticeable at the present time that price levels slightly lower are quoted by a few firms for attractive orders.

There is no change in quotations on tin plate or Canada plate, and following are prevailing average prices:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 75
26 gauge	7 00	7 50
24 gauge	6 40	6 90
22 gauge	6 05	6 55
18—20 gauge	5 35	5 85
Other Brands—		
10¾ oz	7 00	7 50
28 U. S. gauge	6 60	7 10
26 U. S. gauge	6 30	6 80
24 gauge	6 15	6 65
22 gauge	6 15	6 65
18—20 gauge	6 00	6 50
16 gauge	5 85	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

JUTE IS VERY FIRM ON ROPE MARKETS

Montreal.

With the active summer season for rope and twine now over, manufacturers state that prospects for later fall trade are fairly good, and renewed activity is looked for from now until the close of navigation. Among raw materials entering into the manufacture of these products, jute is very firm in price, this tendency gradually becoming more apparent from week to week. There is little change in the market tone of manila or sisal, both materials remaining steady to firm.

SLIGHTLY STIFFER TREND IN SOME SCRAP METALS

Montreal.

Reflecting the firmer tendency in certain virgin metals, such as lead, zinc and copper, these scrap materials are now displaying an improved market tone, although up to the present no change is made in former nominal quotations. Ferrous metals, especially cast iron waste, remains in a firm position, but buying in general is still of a very limited nature, and dealers state that this is really the obstacle in the way of an appreciable betterment. Following are dealers' average buying prices:

Automobile Tires	**0 50**
Rubber Shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	**0 08¾**
Light brass	**0 04**
Scrap zinc	0 03¾
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11¼
Wrought iron, R. Rd., No. 1 per gr. ton.	**10 00**
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	**9 50 to 10 00**
No. 2 busheling	**3 00**
Boiler plate	8 00 to 9 00
No 1 machinery cast	**20 00 22 00**

PROBABLE INCREASE IN CHAIN PRICES

Montreal.

Present quotations on coil chain are very firm, and changes to higher levels are said to be pending. Manufacturers have advised distributors of the stronger tendency in the market, owing to higher raw material and production costs, and point to the increased levels on American markets as an indication of the trend of these materials.

INGOT METALS REMAIN IN FIRM POSITION

Montreal.

Recent advances in certain ingot metals are holding fairly well, antimony and spelter still reported in firm market positions, with a further increase in prices on the former metal again this week. Tin has shown recent signs of strengthening after a period of fluctuations.

TIN.—Tin has been somewhat firmer in London during the past week, and higher prices are anticipated. Demand is only moderate but despite this, prices locally are said to be more in line for an advance than a recession. Market is quoted at 36½ cents.

COPPER.—This metal is rather dull and producers appear willing to sell over the next few months at to-day's figures. Production is a little heavier and this has a tendency to keep prices down, although the market otherwise is considered in a fairly firm position. Quotations remain at 17¾ cts. for electro, and 17½ cts. for casting.

SPELTER.—Although on a higher price basis than formerly spelter is a little easier with spot metal quoted at 6¾ cents, East St. Louis. This higher level of prices is said to be partly caused by higher duty, but apart from this the market is firm and higher than the English market. Consumption is fairly good locally with stocks none too heavy. Price is firm at 9 cents.

LEAD.—This market continues very strong in the United States, but the London market is a little quieter and Canadian prices are now based on English competition. The higher duty now in force in the U. S. may divert foreign lead to Europe and this will probably result in lower prices in future. Local quotation 6¾ cents.

ANTIMONY.—Antimony is firmer owing to the increased duty in the U. S., and stocks have been somewhat depleted. Demand locally is very good with markets higher at 7¼ cts. for Chinese, and 7¾ cts. for high grade English.

ALUMINUM.—This market is also a little firmer in the United States, but locally prices have not advanced to the same extent, owing to importation from Europe. Local market is quiet at 22 cents.

Toronto, Ont.

TORONTO, October 5.—A variety of price changes continues to appear on the current hardware markets and while revisions are not quite so numerous this week, the developments announced provide special interest in view of the fact that both advances and declines are recorded. As briefly included in last week's report, eavestrough and conductor pipe are approximately ten per cent. higher, while through a general revision in discounts, radiators and boilers are also increased. An upward revision is now evident on standard common brass butts. Higher levels on Superfex stoves are reported pending, while a similar change in chain prices is expected. Booking prices on rubber lawn hose are from ten to fifteen per cent. lower. While a brisk volume of trading is apparent in sheets, certain distributors are stated to be contemplating a slight downward revision in prices on galvanized, competition being keen and the season fast drawing to a close.

LULL IN ACTIVITY IN BAR IRON MARKET

Toronto.

Local activity in bar iron and steel is described as considerably quieter, this change being attributed in certain quarters to the reports of possible warfare in the Balkans, while other warehouses ascribe this condition as a parity to the situation which has developed in primary steel centres. A more or less sudden reversal of form has taken place and while no weakness has been apparent, yet prices have ceased to climb. Locally, the base quotation varies between $3.25 and $3.40, with the former level being noted on larger purchases. Following are unchanged average quotations:

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel	4 25	4 50
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

REVISED PRICES ON TAYLOR-FORBES MOWERS

Toronto.

Following is the revised price list for the season of 1923 on the Taylor-Forbes line of lawn mowers. The discount to the retail hardware trade is twenty-five per cent., as announced three weeks ago. These quotations are guaranteed by the manufacturers against decline to May 31, 1923:

LAWN MOWERS—

Adanac, 10½-inch Wheel 6½-in. Cylinder, 4 knives, each	17-in. $26.40	19-in. $29.00	21-in. $31.50		
Ontario, 7½-inch Wheel, 7 Knives, Each	12-in. $25.45	14-in. $26.00	16-in. $26.50	18-in. $27.10	20-in. $28.75
Empress, Ball Bearing, 10½-inch Wheel, 4 Knives, each	$14.00	$14.70	$15.50	$16.20	$16.90
5 Knives, each	$14.80	$15.50	$16.30	$17.00	$17.70
Woodyatt, 10½-in. Wheel, 4 Knives, each	$11.25	$12.00	$12.75	$13.50	$14.25
5 Knives, each	$12.05	$12.80	$13.55	$14.30	$15.05
Star, 9-inch Wheel, 3 Knives, ea.	$9.70	$10.40	$11.10		
4 Knives, ea.	$10.50	$11.20	$11.90		
Sovereign, 8-inch Wheel, 3 Knives, each	$9.50	$10.20	$10.90	$11.60	
4 Knives, ea.	$10.30	$11.00	$11.70	$12.40	
5 Knives, ea.	$11.10	$11.80	$12.50	$13.20	
Daisy, 7-in. wheel, 3 knives, ea.	$8.65	$9.00	$9.20		
5 knives, ea.	$9.45	$9.80	$10.00		
Philadelphia, 7½-in. wheel, 4 knives each	$12.50	$13.40	$14.20		
5 knives, ea.	$13.50	$14.30	$15.15		

Lawn Edger and Trimmer (Dominion), ea. $9.00

Grass Catchers, canvas, each:

No. 10 Noxall, 12-inch, $1.25; 14-inch, $1.25; No. 20 Noxall, 16-inch, $1.50; 17-inch, $1.50; 18-inch, $1.50; No. 120 Noxall, 19-inch, $2.50; 20-inch, $2.50; 21-inch, $2.50.

INCREASE PENDING ON SUPERFEX STOVES

Toronto.

The manufacturer of the Perfection line of oil stoves, ovens and cabinets, has announced that there will be no advance in prices to start the coming year. The basic cost of practically all raw materials, however, has advanced during the last few months, and it is stated that there is almost no possibility of lower prices for several months.

A further announcement is made to the effect that all orders for Spring requirements placed from now on will receive April 1 dating, while shipment

may be specified during December, January, February or March.

It is also reported that an advance of approximately ten per cent. will be made effective on November 1 on Superfex stoves and cabinets. Orders for Spring requirements placed prior to that date and if shipment is made before January 1, 1923, will be protected against this advance.

LOWER BOOKING PRICES ON RUBBER HOSE

Toronto.

Lawn hose prices for the 1923 spring season are reduced between ten and fifteen per cent. A special discount of 5 per cent. is being offered on orders placed prior to December 31, 1922. Following are the new revised quotations:

HOSE, LAWN—

3 ply—½ in., 8½c. per ft.; ⅝ in. 10c. per ft.; ¾ in., 11½c. per ft.

4 ply—½ in., 9½c. per ft.; ⅝ in., 10¾c. per ft.; ¾ in., 12½c. per ft.

5 ply—½ in. 10¾c. per ft.; ⅝ in., 12c. per ft.; ¾ in., 14c. per ft.

Corrugated—½ in. 12½c. ft.; ⅝ in., 14c. per ft.; ¾ in. 16c. per ft.

Less 5 per cent. for 500 ft. reels.

UPWARD REVISION IN PRICES ON BUTTS

Toronto.

A general upward revision has been made in quotations on common brass butts. The extent of the increase varies between ten and fifteen per cent. This affects the standard line, including middle, narrow, broad, desk and shutter butts.

LOOK FOR REVISION IN WIRE NAIL MARKET

Toronto.

The view is expressed in certain quarters that the recent unsettlement noted in the wire nail market, will be clarified in the near future and a uniform price again prevail. The local situation in this respect was outlined in last week's issue of Hardware and Metal.

REVISED DISCOUNTS BRING HIGHER TROUGH PRICES

Toronto.

The recent increases in galvanized sheets which constitute the primary element in the production of eavestrough and conductor pipe, have resulted in an advance of ten per cent. in the prices on trough, conductor pipe and nosing. Through a revision in discounts, these higher levels are now in effect, developing from the firm tone and strengthened position of the galvanized product market recently noted. Manufacturers and distributors report a brisk movement in these lines at this season, with the aggregate volume of trade being generally on a satisfactory basis. The marked activity in construction circles has been reflected in the seasonal demand for trough and pipe, and with building showing little or no signs of relaxing, the continuance of this movement in eavestrough and similar goods is looked for during the fall period. Following are prevailing list prices with revised discounts: It is noted that quotations on elbows and shoes remain the same.

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per. 100 ft.
8 inch $15 90	15 inch.....$28 80	
10 inch 17 70	18 inch..... 36 80	
12 inch 21 20		

O. G. Round and Half Round—

8 inch 16 90	15 inch..... 29 80
10 inch 18 70	18 inch..... 37 80
12 inch 22 20	

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cent.

CONDUCTOR ELBOWS—

Plain, round or round corrugated:

2 inch, list ... ...$	5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list...	24 00
6 inch, list	29 00

Less 60 per cent.

NEW DISCOUNTS ON RADIATORS AND BOILERS

Toronto.

Through a revision in discounts, higher levels are now in effect on radiators and boilers. This development has been outlined in recent issues of Hardware and Metal, it being pointed out that the higher prices on raw materials entering into these products has caused a corresponding advance in production costs. The undercurrent of strength in this direction has been apparent for some weeks past, and the present announcement comes as no surprise. Foundry iron and fuel, as well as other elements, constitute the principal reasons for these changes. To those interested, the following are lists with revised discounts:

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in. $1.40; 16 in. $1.50; 14 in. $1.55; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 55 per cent. for water and 56 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 47 per cent. for water and 48 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft.. $1.05; 12 ft., $1.05. Discount 52 per cent.

BOILERS—

Water:

Round, 60 per cent off list. Square, 20 per cent. off list.

Steam:

Round, 25 per cent. off list; square, 15 per cent. off list.

MAY BE EASIER TENDENCY IN SHEETS

Toronto.

An easier trend is noted this week in the sheet market, and stocks are stated to be accumulating in the face of a steady demand. That some easier prices on galvanized sheets will develop in the near future is rumored on the local market, and any change in this direction is directly opposite to the strength recently apparent in these markets. The reasons for this reversal of form are ascribed to the fact that the season is now getting somewhat late, and competition is relatively keen. In addition, prices on English sheets are said to be slightly lower and to meet this situation, distributors claim that some slight downward revisions are considered possible. No change of this nature has been made up to the present.

BLUE ANNEALED SHEETS—

10 gauge, base	4 50
12 gauge	4 55
14 gauge	4 60
16 gauge	4 65

BLACK SHEETS—

18-20 gauge	5 30
22-24 gauge	5 35
26 gauge	5 40
28 gauge	5 50

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's, Hd.
28 gauge	7 75
26 gauge	7 50
24 gauge	6 90
22 gauge	6 55
18 and 20 gauge	6 05

	Premier and	Apollo
10¾ oz.	7 15	7 65
U. S. 28 base	6 75	7 25
U. S. 26 base	6 45	6 95
22 and 24	6 30	6 80
18 and 20...	6 15	6 65
16	6 00	6 50
12 and 14	5 85	6 35

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'...	5 20
Do., Do., 60's	5 30

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets...	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

FAIR ACTIVITY NOTED IN RANGE BOILERS

Toronto.

Moderate trade is now reported in range boilers, with the recent advance in quotations giving this market an appearance of strength. Quotations on flat galvanized sheets continue very firm and this trend has a reflecting effect upon the manufactured galvanized lines in general. Trade in range boilers is described as very fair for this season of the year, with the seasonal movement keeping up well, owing to the improved demand caused through current building activities, which are continuing in many quarters in marked degree. The list and prevailing discounts follow:

RANGE BOILERS—

Size	List Price
5 gallon .. ..$	13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent; Extra heavy, 35 per cent.

STEADY TREND ON LEAD AND ZINC PRODUCTS

Toronto.

Quotations on lead and zinc products generally remain unchanged on the local market. Although various fluctuations have continued to be apparent in tin on the ingot market, these changes are described as not of sufficient extent to reflect on solders and companion lines. Lead in virgin centres is still exhibiting a firm tone, while spelter has gained considerably in price. This tendency results in a firm undercurrent to these finished products, and tends to offset any easier market which might develop through variable tin quotations. Unchanged quotations follow:

LEAD AND ZINC GOODS—	
Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

SLACKENING IN CALL FOR CORRUGATED SHEETS

Toronto.

No changes have been made in corrugated sheets, but some slight developments have taken place in the market tone. The demand for corrugated during the past week or so is described as quieted down considerably from the brisk activity noted in previous weeks. Consumers' needs are said to have been pretty well taken care of, and the rush for this season is considered over. There is still a fair amount of business for this season of the year, however, at the following unchanged levels:

CORRUGATED SHEETS—	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

WROUGHT PIPING ON FIRM PRICE BASIS

Toronto.

Manufacturers of wrought piping state that too much emphasis cannot be placed upon the firmness of existing price levels on pipe and the undercurrent of strength apparent in these markets. While no further upward revision is being contemplated at present, List No. 56 remains on a stable basis. It is pointed out that raw materials have increased in price approximately ten dollars per ton, while in comparison the quotations on wrought piping have only been advanced on the basis of $4.00 per ton.

The delivery situation is improving and orders are shipped within two weeks from date. With regard to a shortage of smaller sizes recently apparent, this condition is also being overcome, although stocks in some sizes are depleted as fast as renewed. The demand for pipe during the season has been mainly confined to smaller types represented in houses and similar buildings, heavy construction work such as calls for large and heavy make of piping being of a more limited nature.

WROUGHT PIPE

Price List No. 56. August 23, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	14 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	29 25	38 6	....	....
2½ in.	29 25	38 61	....	....
3 in.	38 25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in.	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 95	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1
5 in.	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 83
7 in.	1 38	1 79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

NO CHANGES IN SOIL PIPE QUOTATIONS

Toronto.

The present situation of soil pipe and fittings is described as undoubtedly firm. The rising cost of fuel and foundry iron has placed production costs on a relatively higher level, while the current demand is reported brisk, especially for this season of the year. Fall building activities have kept up in remarkably good volume, both city and country districts taking full advantage of the fine weather in this respect. No further changes have been made in the discounts on soil pipe and fittings since the last general revision. Current quotations follow:

SOIL PIPE—	
2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net
FITTINGS—	
2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

COTTON WASTES REFLECT RISE IN RAW COTTON

Toronto.

The cotton waste markets are described as on a steady foundation, the recent upward tendency in raw cotton prices ultimately having a strengthening effect. While no variation in quotations has been announced on wastes, the market is stated to be steadily stronger, and the improvement in raw cotton circles is expected to be reflected throughout all manufactured cotton and other similar lines, including by-products. Following are current unchanged price levels on wastes:

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

COMPRESSION GOODS ON FIRM PRICE LEVELS

Toronto.

No further developments have as yet been announced on brass compression goods, the market for these products remaining on a firm basis. Recent gains in the virgin metal are now being reflected in semi-finished and manufactured brass and copper lines, and the existing quotations on valves and bibbs are described as undoubtedly firm. No further revisions in discounts have been announced since the change of two weeks ago. Following are prevailing quotations:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in. to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

MAY BE INCREASE IN CHAIN PRICES

Toronto.

An increase of 50 cents per cwt. is reported pending in quotations on chain. That a revision in this direction would be effective from early in October is also rumored. This change would be in line with the recent general climb of prices on manufactured steel lines which are reflecting to a greater or less degree the higher production costs in the steel industry.

FAIR DEMAND FOR NON-FERROUS SCRAP

Toronto.

The slight improvement noted in the scrap material markets, has not advanced to any marked stage, as yet. As a matter of fact current trading continues of a very moderate nature, it being only in some departments that a better feeling has been recorded.

The prevailing demand for non-fer-

rous scrap is reported as fair, while prices remain firm. On the other hand, however, the scrap rubber business is extremely dull. Steelmaking scrap has been disappointing to dealers, but demand for cast iron has been good. The following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper wire	10 75	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

FAIRLY FIRM TONE IN INGOT METAL MARKETS

Toronto.

The strong lead and spelter markets constitute the feature development in the current ingot metal markets. There have been no additional price revisions, however, although a slight undercurrent of improvement is also noted in several of the other non-ferrous metals, namely tin and aluminum. Generally speaking the ingot markets remain on a fairly firm basis.

COPPER.—The undertone in this market is generally reported to have eased slightly due to the smaller buying both on domestic and primary accounts. Certain brass manufacturers are stated to have secured stocks of scrap, but the chief factor is found in standard and refined being easier at London. Local quotations are steady at the unchanged level of 17½ cents.

TIN.—While the London tin market is described as firm, domestic conditions remain dull. There have continued to be minor fluctuations recorded. A reduction was noted in the world's visible supply of tin during September of 1,297 tons, and some improvement is looked for in the general position of this metal. Local prices remain at the level of 36 cents.

LEAD.—While marked strength was exhibited in lead in certain quarters due to shortage of spot, this market is now relatively quieter, although still on a firm basis. The prevailing local quotation of $7.50 is generally considered strong.

SPELTER.—The statistical position of zinc remains strong, but active demand from consumers has quietened down. There is no general weakening, however, prices both on primary and domestic markets holding unchanged at the recent higher levels. The local quotation is around 9 cents.

ANTIMONY.—Prices on antimony still climb, and as a result the new local quotation is 7½ cents. In comparison with former levels, this revision indicates that the undertone of this metal is stronger. The gain may not be permanently retained, however, as primary centres record that no great activity is in evidence, and offerings have appeared at slightly below the current level.

ALUMINUM.—Domestic trading in aluminum is stated to be as quiet as ever, no appreciable change having been recorded. Prices in the United States market, however, show signs of strengthening and slightly higher levels are rumored owing to advances in duty and tariff changes. The local level continues around 21 to 22 cents.

London, Ont.

LONDON, October 5.—Hardware business here continues good although colder weather would add many fall lines to the present good sellers. Electric heaters were in big demand during the past week.

Several price changes go into effect, including a ten cent advance on turpentine and new lower quotations on rubber garden hose for present and spring delivery.

MILLER PADLOCKS NOW TEN PER CENT. HIGHER

London, Ont.

New prices now in effect on the Miller line of padlocks show an increase of approximately ten per cent.

LOWER QUOTATIONS ON RUBBER LAWN HOSE

London, Ont.

New lower prices on rubber garden hose for the 1923 spring booking have been announced his week. For hose orders booked on or before December 31, 1922, a special discount of five per cent. is offered. Following are the new price levels:

LAWN HOSE—

Corrugated—

½"—12½c. ft. ⅝"—14c. ft. ¾"—16c. ft.
Less 5 per cent. in full reels of about 500 ft.

Plain—

3 ply—½", 8½c. ft. ⅝", 10c. ft. ¾", 11½c. ft. 4 ply—½", 9½c. ft. ⅝", 10¾c. ft. ¾"; 12c. ft. 5 ply—½", 10¾c. ft. ⅝", 12c. ft. ¾" 14c. ft.

RECESSION IN FLAX HALTS TREND IN LINSEED OIL PRICE

London, Ont.

A marked recession in the flax seed markets has tended to offset to some extent the firmer tendency noted in the linseed oil markets last week. At that time, the increase reflected the sudden rise in the seed quotations, which was not of lengthy duration. Current quotations follow:

LINSEED OIL—

	Raw Imperial Gal.	Boiled
1 to 2 bbls.	1 05	1 08
3 to 5 bbls.	1 04	1 07
6 to 9 bbls.	1 02	1 05

Less bbls. add 15c. gal.

MARKED INTEREST IN STOVE ACCESSORIES

London, Ont.

Stove cement and stove linings are numbered among the popular seasonal lines now recording brisk activity. Current quotations on these products follow:

STOVE CEMENT—
1 lb., $1.75 doz.; 2 lb., $2.75 doz.; 5 lb., $5.00 doz.

ASBESTOS STOVE LINING—
3 lb., $2.15 doz.; 6 lb., $3.25 doz.

ANOTHER INCREASE IN TURPENTINE PRICES

London, Ont.

The announcement of another increase in turpentine prices, provides the feature change in this week's hardware markets. This development brings the local level to a new high mark for the season, the quotations being as follows:

TURPENTINE—

	Imperial Gallon
1 bbl. lots	2 00
2 to 4 barrel lots	1 99
5 gallon lots	2 15

REVISED PRICE LISTS ON WARE PRODUCTS

London, Ont.

The recent new higher prices on graniteware, enameled ware, tinware, etc., are in effect here now. The revised price lists are in the hands of the trade.

FURNACE SCOOPS NOW IN POPULAR CALL

London, Ont.

Furnace scoops are now selling more freely. The long handle socket is quoted at $5.75 per dozen and the "D" handle socket at the same level.

SEASONABLE DEMAND FOR ELECTRIC HEATERS

London, Ont.

There is a good sale at present for electric heaters. The hot blast No. 20, is quoted at $3.35 each. The Majestic No. 7, single coil, at $7.25 each, and the Majestic No. 8, double coil, at $10.75 each.

ACTIVE MOVEMENT IN NAILS REPORTED

London, Ont.

Current reports indicate a good sale of nails at present. There has been no announcement of a change in price, the nominal level of $3.75 base on wire nails and of $4.60 base on cut nails still being in effect locally.

Winnipeg, Man.

WINNIPEG, October 5.—Business in the West continues to show an improvement. The majority of current price changes represent a general improvement to higher levels. Grindstone fixtures, padlocks and builders' hardware register advances. There is a firm tone evident in wire products and higher prices are expected shortly. All lines of picks have shown an advance of five per cent. Turpentine is ruling firm while linseed oil has shown a decline.

SLIGHT REVISION IN GRINDSTONE FIXTURES

Winnipeg.

Revised quotations are now in effect on grindstone fixtures. These show a slight variation on the various sizes, 15 inch is quoted at $9.60 with 17 inch at $10.00.

PADLOCK PRICES NOW ON HIGHER LEVELS

Winnipeg.

All makes of padlocks have been advanced in price, the extent of this advance is approximately 10 per cent.

BUILDERS' HARDWARE ON HIGHER PRICE BASIS

Winnipeg.

The upward trend of the steel market has been reflected in builders' and general hardware lines. Many lines of mechanics tools such as hammers, hatchets, wrenches, bench screws, have been revised. The advance is about 10 per cent. on these lines.

BOILER TUBES NOW IN FAIR DEMAND

Winnipeg.

Wholesalers report a steady demand for boiler tubes. The market is in a slightly firmer condition and is reflected by the higher replacement values and increases in production costs.

SEASONABLE DEMAND FOR BARB WIRE

Winnipeg.

There is a seasonable demand for barb wire and Lyman 4 point is quoted at $4.10. Glidden cattle 2 point—$3.90 and Baker 2 point $3.85.

ALL PICK PRICES SHOW SLIGHT ADVANCE

Winnipeg.

There has been an advance of practically five per cent. on rock, clay and coal picks.

BRISK SALES FOR AMMUNITION AND GUNS

Winnipeg.

Wholesalers report a brisk activity for guns and ammunition and with the frequent bookings the volume of sales is reported heavy.

LAMPS AND LANTERNS IN SEASONABLE CALL

Winnipeg.

The arrival of fall weather is stimulating the sale of gasoline lamps and lanterns.

ORDERS FOR COW TIES NOW BEING FILLED

Winnipeg.

Wholesalers report that orders for cow ties are coming in daily and that a heavy demand later on is expected.

FIRM TONE STILL EVIDENT IN TURPENTINE

Winnipeg.

Current quotations on turpentine are unchanged and are quoted at $1.95 per gallon in one barrel lots. Reports from the south indicate that the markets are holding firm.

DECLINE IN LINSEED OIL QUOTATIONS

Winnipeg.

There has been a decline in linseed oil prices this week. Raw is quoted at $1.10 per gallon with boiled at $1.13. Reports state that stocks are rather small and some crushers find that all they can do is to fill their contracts.

MRS. POTTS IRONS ADVANCE IN PRICE

Winnipeg.

There has been an advance of 20 cents per set on Mrs. Potts sad irons. No. 50 is quoted at $2.20 and No. 55 at $2.00.

St. John, N. B.

Good Season for Tourists Brings Trade to New Brunswick Merchants

ST. JOHN, N.B., October 5.—The Tourist Association of New Brunswick has given out the statement that this has been the best season for tourists since before the war, and that over thirty thousand tourists have passed through St. John, and that five thousand foreign automobiles have traversed New Brunswick's highways. This means that a considerable amount of money has been left with New Brunswick merchants, as it has always been found that the tourists are good spenders. The St. John bank clearings for the month of September were $10,929,371; last year for the same month they were $11,832,331. The Halifax clearings for September were $11,883,333, and in Moncton, N. B., they were $4,532,231.

If the farmers of the Maritime Provinces will guarantee shipments of produce, the Canadian Government Merchant Marine will inaugurate a two-boat steamship service, starting the end of October, between St. John and ports in the southern states. C. D. Shipley of Amherst said that the merchant marine would expect the farmers of the Maritime Provinces to supply produce each trip that would include 20,000 bags of potatoes, about fifty tons of hay, and about 5,000 bags of turnips. The proposed service would be between St. John and Norfolk, Baltimore. The C. P. R. bay steamer Empress, running from St. John to Digby, N. S., run ashore at Black Point, N. B., while enroute from Digby to St. John and caused considerable excitement. The steamer was proceeding along in a dense fog of the afternoon of September 29. There were seventy-three passengers aboard.

The Fraser Companies, Ltd., one of eastern Canada's largest lumbering concerns, have commenced cutting operations in the woods upon a scale sufficient to keep all their mills in operation next season. Donald Fraser of this company says that unless there is some immediate improvement in the shipping situation, lumbering operations in New Brunswick will be considerably hampered. He said that the car shortage was growing more acute, and was making it difficult and in some cases impossible to ship the products of the mills.

Walter G. Miller, of the local Canadian Government Merchant Marine staff, recently returned to St. John after a visit to Sydney, N. S., where he was superintending the loading of the Canadian Conqueror with steel for Australia and New Zealand. Mr. Miller stated that business, and especially harbour business is increasing, and that the British Empire Steel Corporation are gradually raising the amount of their output. The Conqueror took with her the largest cargo of steel products ever sent from this country to Australia. It included barbed wire, nails, staples, nail wire, and fence wire, and totalled 2,200 tons. She had also 450 automobiles and general cargo from Montreal. While in Sydney Mr. Miller also assisted in the loading of the Canadian Coaster with a part cargo of ammonium sulphate.

Tenders are being called for the erection of a new Town Hall at Port Elgin, N. B., the building to be of brick and concrete.

The natural gas supply of Moncton, N. B., may be serious this winter, and it may be that some measures will be shortly enforced to conserve it. In connection with the supply for the winter it is learned that an effort is being made by the N. B. Gas and Oil Co., Inc., to increase the present supply by the deepening of two of the wells at the fields in Albert county, and in addition a new well is being sunk. At present it is not known what result will attend these op-

erations, but it is hoped that new veins will be tapped. In order to conserve the gas supply several larger places of business have been requested to take their gas fixtures out, among which is the custom house, who have already had their fixtures removed.

In the hardware trade a fair demand is reported for all kinds of fall goods; orders are not heavy, but retailers are all buying to some extent. The market now presents an appearance of general firmness, and the feeling is that the general deflation has been completed for the time being. If business should fall off after the fall and winter demand has been cared for, there might possibly be a reaction again, but at this time of writing there is no doubt about the firmness of the tone of the market, which is principally due to what is going on in iron and steel. There is a ten per cent. advance in tin and enamelled ware, following a similar advance in galvanized ware. Sheets have a firm tone, as the mills are filled with orders for three months ahead.

The following prices are the latest quoted to the trade:

Bar iron, base, 3.30. Black sheets, 16 to 21 gauge, 5.05; 22 to 24 gauge, 5.15; 25 to 26 gauge, 5.20; 28 gauge, 5.35. Galvanized sheets, 16 to 21 gauge, 7.05; 22 to 24 gauge, 7.20; 25 to 26 gauge, 7.35; 28 gauge, 7.75. Solder, strictly, 29c. Sheet lead, 4 lb. and over, 12.00; 3½ lb., 12.15; 3 lb., 12.50; 2½ lb., 13.00. Sheet zinc in casks, 11c.; smaller lots, 12c.-13c. Poultry netting, 2 in. mesh, 18 in., 2.40; 24 in., 3.06; 30 in., 3.60; 36 in., 4.28; 48 in., 5.58; 60 in., 6.93; 72 in., 8.28; one inch mesh, 24 in., 6.30; 30 in., 7.65; 36 in., 9.00; 48 in., 12.60; 60 in., 15.30. Black Diamond files, 25-10% off list. Churns, No. 0, 11.25; No. 1, 11.25; No. 2, 12.24; No. 3, 13.23; No 4, 15.12. White lead, genuine, BB, 100 lb. irons, 14.85; 25 lb. irons, 14.85; 12½ lb. irons, 15.35. White lead, pure, B.B. No. 1, 100 lb. irons, 12.85; 25 lb. irons, 12.85; 12½ lb. irons, 13.35. Putty, standard, 100 lb. irons, 5.35; 25 lb. irons, 5.35; 12½ lb. irons, 6.10. Linseed oil pure putty, 1.50 advance. Steel thumb latches, No. 2, 2.25; No. 3, 2.85; No. 4, 4.20.

Vancouver, B. C.

Increased Sale of Heating Stoves, Furnaces and Accessories on Coast

VANCOUVER, B. C., October 5.—With the dropping of the thermometer in the interior of the province as well as on the coast due to the advent of the rainy season, there has been an increased sale of heating stoves, furnaces and electric appliances used in this connection. Dealers in these lines stated this week that trade was better than at this time last year, while there was an improved condition with regard to payment of accounts, particularly during the last couple of weeks.

Fruit is moving out of the Okanagan under an increasing volume and though the returns are small, the heavy crop will make up for the low prices. That the growers are taking more of an interest in the ultimate sale of their goods was evidenced this week when a delegation from Vernon, Kelowna and Penticton came to the coast for the purpose of inducing wholesalers and retailers to put on a special ten-day sale for the MacIntosh Red apple. Their efforts after several conferences were successful and twenty cars will be shipped in during the week of October 9. On these cars the growers will be paid twenty cents more per box than the ruling price, the distributors agreeing to cut their commissions in order to help move the fruit. This means a relief of that number of cars from the prairie market and the circulation of more money in the Okanagan which will have its effect on the hardware trade.

Activities in lumber and logging camps continue throughout the province and sales to these outfits are probably larger than usual, say the trade. The passing of the Fordney Tariff Bill is considered as favorable to the shingle trade, as after several years' campaign, B. C. operators have succeeded in getting shingles on the free list.

The shortage of tin plate has proven a decided hardship to interior canneries. One of the interior canneries has been seriously inconvenienced at the height of the canning season by the failure of American manufacturers to fill the bill. Coast fishing canneries have been bringing in their plate from Wales by boat.

Price Developments

Several changes have been noted in prices during the week. Tinware and enamelware have been advanced an average of ten per cent. and cut nails have been marked up fifty cents a hundred to a new base of $7. Linseed oil is ten cents a gallon cheaper in line with lower trend of flaxseed. A decline of a cent a pound on Church's alabastine is also recorded. Alarm clocks made at Peterboro are ten per cent. lower on an average, and sand papers are down the same percentage. Wrought black and galvanized pipe are approximately fifteen per cent. higher, one inch galvanized now being quoted at $14.39 per hundred.

Much attention is being paid to the sale of stoves. Retailers are pushing them specially. One of the larger stores is offering Victoria ranges, six-hole tops, large sized oven and warming closet at $70 and Fi-Re-Co heaters at $35. Equipped and installed Moffats are on sale by another store at $179, with six-hole Celtics at $62.50 and "Canada" B, 978, at $113.50. Saturday only, one of the electric houses is placing on sale a line of inverted lights at half the usual retail price, due to the discontinuing of one of their two stores.

Hamilton, Ont.

Improved Sentiment Among Buyers Helpful Factor in Hardware Trade

HAMILTON, October 5. — There have been more price changes of an upward nature in the hardware markets during the past two weeks than for some considerable time. In spite of the fact that the large majority of recent revisions have been increases, this upward tendency is still strongly in evidence, and the majority of current market developments continue to place quotations on a higher level. In addition, it is noted that rumors of advancing prices on numerous other hardware lines are more or less prevalent.

A local wholesaler points out that one of the outstanding factors in the present hardware market is the improved sentiment among buyers. This is said to be decidedly optimistic, in spite of the fact that prices are still climbing. Business in retail circles is described as satisfactory, while the volume of orders placed by retailers with wholesalers and manufacturers is stated to be larger than at any time this year. In connection with the tendency to advance prices, one viewpoint was expressed that this tendency has had the effect of increasing business. The element of uncertainty that was in evidence during the initial months of the year retarded selling to some extent and this factor has now disappeared.

There is a very firm tendency in various iron and steel products and it is stated that some higher prices on wrought piping and kindred lines would not be surprising. Pipe fittings are described as firmly entrenched at the recent increased levels. The general feeling in bar iron is that prices have ceased to climb. The sheet markets remain active, with current quotations firm. In scrap materials, some signs of improvement are now recorded.

The demand for automobile accessories continues fair, and some interest is now being shown in winter goods. It will be two or three weeks before the winter buying is in full swing, however, according to the past experience of a local jobber. The months of August and September were fairly good ones in the accessory branch of the hardware trade, and the indications are that, following a poor start, the year will be one of the best since

this business was first taken seriously by the jobbers.

Paint Lines Active

Paint departments are showing up well as compared to other departments. The small paint sundries particularly have been more than usually active. It is noticeable that the paint department in most retail stores occupies more space and is generally located in a more prominent position than was usually the case a few years ago. It would appear that the retailer had sensed the fact that every customer was also a paint prospect, whether they knew it or not, and the department's function was to make the abstract need a conscious one. Attractive paint departments are performing this function and account for this phase of the business being good for all year business rather than a distinctly seasonable one.

Calgary, Alta.

Warm Weather in West Holds Up Brisker Sale of Winter Goods

CALGARY, October 5.—Brisk buying of fall goods is still being held up by summer weather and merchants feel a cold spell is needed before the regular movement of seasonable lines hits the usual stride. Retailers are still using more advertising space than usual and show an inclination to force interest in general lines to tide over the between seasons quietness. Business in points outside the cities is improving in response to threshing conditions and the movement of grain. Jobbers are noticing this improvement while city retail trade will not react until farm hands are paid off, and the returns more final.

Contracts have been let for excavations and other preliminary work necessary to the construction of the Imperial Oil Co.'s new two-and-a-half million dollar refinery. Teams are at work and material gathered on the ground and this section of the city is taking on quite a busy appearance. The work is of a nature that can be continued throughout the winter months and will afford employment to some hundreds of men at a time when work of this nature is none too plentiful.

Merchants are expecting October to be a good ammunition month. Chicken and partridge will open and both are reported more plentiful than for some years. September weather has been too warm for good duck shooting, and old shooters have largely postponed the regular September trip until weather conditions bring down the northern ducks.

Some improvement is noticed in collections but the movement so far is more of a spotty nature than a general one. Quiet confidence however is expressed that the crop returns will go a long way towards putting general business throughout the province on a better basis.

The car section of the Canadian Pacific Ogden shops have been ordered on full time for the first time in two years. A lot of necessary work is in sight and the announcement was a very welcome one to a large staff of workmen.

Jobbers are now booking barbed wire and nails for spring shipment although prices for future delivery have not been issued. A decline of 5 cents per spool on barbed wire is made effective this week for present delivery and ruling prices at head of lakes on Lyman are 3.60—Gildden 3.45—Baker 3.40 per spool. At Calgary, Edmonton and Lethbridge Lyman is now 4.85—Glidden 4.60—Baker 4.55 per spool.

Picks, mattocks, and grub hoes are advanced 50 cents per dozen and crow bars ¼ cent per lb., present prices on the line at Calgary, Edmonton and Lethbridge being as follows: grub hoes 9.25; grub and pick mattocks 11.55; railroad picks 5-6—9.80; 6-7—10.65; 7-8—11.50; rock picks 6-7—10.65; 7-8—11.50 per dozen Crow bars 10.25 per 100 lbs.

Hudson Bay axes, handled and unhandled recently advanced by 2.50 per dozen, are priced this week 1.00 per dozen lower; and stove bolts are advanced from 66 2-3 off to 65 off.

New prices are issued on glaziers' putty affecting the medium sized containers, which are under recent levels. Current market at Calgary, Edmonton and Lethbridge follow: casks 6.00; 100 lb. drums 6.50; 25 lb. irons 6.75; 12½ lb. irons 7.00; 5 lb. tins 13 cents each.

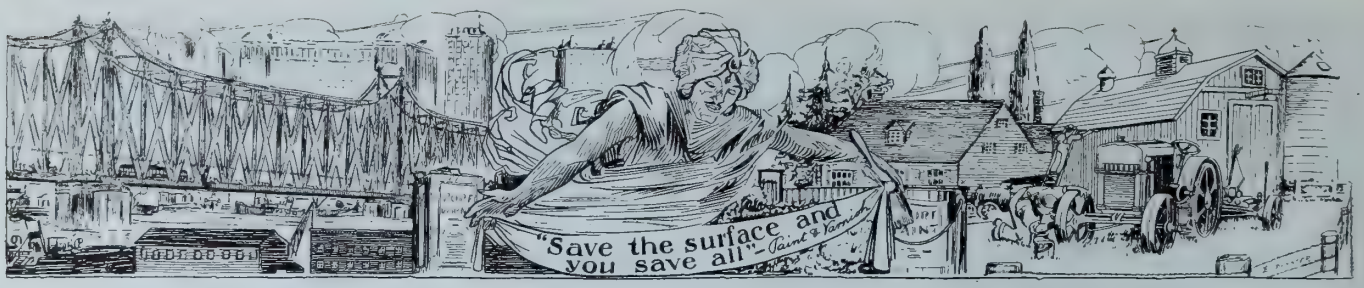
The factory advance on cast and malleable fittings of a month ago has just been made effective and new levels issued show advances ranging from 5 to 15 per cent over late prices. Jenkins, Lunkenheimer, and Penberthy valves also show advances averaging about 10 points; while Jenkins disc and standard pattern show no change. A fair movement of a sorting nature is reported on valves and fittings representing a very fair aggregate. Prices in effect at Calgary, Edmonton and Lethbridge follow:

Wrought iron nipples, up to 4 in..	45 off
Wrought iron nipples, 4½ and over	32½ off
Cast iron elbows, return bends, tees, crosses	5 off
Cast iron plugs	10 off
Cast iron eccentric reducers	5 off
Cast iron floor flanges	15 off
Cast iron and malleable bushings.	10 off
Eccentric bushings	Plus 62½
Malleable iron unions	35 off
Cast iron flange unions	5 off
Wrought iron couplings, up to 4 in.	10 off
Wrought iron couplings, 4½ and over	Plus 20
Steel pipe hangers	35 off
Galvanized ring pipe hangers	15 off
Malleable iron fittings, Class A	50 off
Malleable iron fittings, Classes B and C	60 off
Boiler elbows and couplings	35 off
Galvanized crossovers	30 off
Railing fittings	35 off
Lunkenheimer Ferrenewo globe and angle valves	5 off
Lunkenheimer Ferrenewo Horiz check valves	Plus 5
Lunkenheimer regrinding swing check valves	Plus 17½
Lunkenheimer clip gate valves	25 off
Lunkenheimer double disc gate valves	Plus 30
Jenkins globe and angle valves	5 off
Jenkins Horiz check valves	5 off
Jenkins swing check valves	5 off
Jenkins gate valves	10 off
Penberthy regrinding globe and angle valves	5 off
Penberthy regrinding Horiz check valves	5 off
Penberthy regrinding swing check valves	Plus 10
Penberthy Compodisk globe and angle valves	5 off
Penberthy Compodisk Horiz check valves	5 off
Penberthy Compodisk gate valves.	10 off
Jenkins disc pattern valves	22 off
Standard pattern globe, angle and check valves	22 off
Standard pattern gate valves	35 off
Square head steam cocks	35 off
Jenkins iron body gate valves	15 off
Jenkins iron body O. S. & Y. globe and angle valves	Net
Jenkins iron body swing check valves	Plus 10
All iron square head steam cocks..	15 off
Iron body foot valves	50 off

UNIQUE STOVE SITUATION

(Continued from Page 26)

vocates the study of various fuels so that advice can be given to buyers. He pointed to the importance of keeping soft coal, coke, etc., away from banking against the steel dome at the back on furnaces so constructed. Cast iron is generally used where fuel of such intense heat is in direct contact. It was said to be not so important that such fuel be kept from direct contact with the grates as they have free air under them. It was more important to keep the ash box cleaned out. Using soft coal it was advised to have fresh fuel added in the centre of the fire only leaving fire exposed at the sides to burn up the gases thrown off. Solvay coke is said to be a splendid fuel though the coke generally secured from gas companies is very smoky, due to containing so much volatile matter. The chimneys make a great deal of difference as if the draft is poor difficulty will be encountered with any fuel. Personal attention was often required to the individual case to take all these ponts into consideration in advising the practice to follow. In using some fuel from which there was a thick carbon deposit this official pointed out that the placing of a few small pieces of zinc on top of the fire assisted materially in keeping the flues and chimney clear of such deposit. Giving intelligent advice on the operation of the heating plant was pointed to as one of the ways in which the hardwareman may help to bring stove and furnace trade to his store.



Paint Trade is Increased 30 per Cent

In Business for Three Years, McClennan Hardware, Peterborough, Ont., Has Increased Paint Trade This Year 30 Per Cent. Over Last Year—Talks Paint to Every Customer Entering Store —Links up With Save the Surface Campaign

THOUGH only established in the hardware business for three years, the McClennan Hardware of Peterborough, Ont., has adopted such successful plans in connection with the sale of paint that sales for this year to date are thirty per cent. larger in volume than for the same period last year. A number of factors have contributed to this substantial increase in business and some novel ideas are found to underly this development.

Discussing the subject with B. W. McClennan, proprietor of the business, Hardware and Metal was advised that much of the credit for this increase in business is given the fact that Mr. McClennan takes advantage of every opportunity of speaking with every customer who comes into the store and no matter what that customer comes in to buy, the subject of paint is broached and possibilities investigated. As result of following this plan for many months, Mr. McClennan has found that there are many splendid paint prospects who are just sort of lukewarm toward the subject of painting, they hesitating to spend the necessary money to purchase paint until actually forced to. A few words pointing out that the money will have to be spent at some time and probably in greater quantity if property is continually neglected, has succeeded in developing many such prospects into enthusiastic paint users. It is found that this process is only required once as paint when properly applied in sufficient quantity justifies the expense involved.

Mr. McClennan's talk to prospects follows chiefly along the line of using paint as a protective and preservation medium. He follows closely the arguments advanced in connection with the Save the Surface campaign and when he has convinced the prospect as to the great need for adequate protection of property he discusses with them the different paints and varnishes for various purposes and outlines color schemes to suit their requirements. Keeping window displays of paint and varnish continually before the passers-by and linking up the subject of such displays with the subject of the advertisements has been found very effective.

The paint department in this store is located at the very front where it receives most attention from all customers entering the store. Customers waiting to be attended to when a rush is on look over the sample cans, color cards, etc., displayed in the paint department. Great care is given the appearance of this department when it occupies such a prominent location.

Advising every customer how to mix paint before using has been found to increase confidence among customers in ready-mixed paint. For some time customers reported poor results and improper mixing was found to be the one chief cause of such dissatisfaction. Now it is very uncommon for a poor report to be made on a can of paint sold. Better results in painting by following this advice have made more satisfied customers.

"Educating the people along the line dealt with in the Save the Surface campaign and linking up personally with the effort being made by that campaign has proved a wonderful help to us and we feel that next year's business cannot fail to be fifty per cent. greater than this year," said Mr. McClennan. "Our customers have not yet realized all this campaign really means to them and we are doing our utmost to link up effectively with it and spread the message of painting for preservation."



"Paint Now" is the bold sign appearing on the window of the McClennan Hardware, Peterboro, Ont., and a neat arrangement of paint, brushes, color panels, etc., appears to link up the actual material with the suggestion. Following out its policy of linking up with the Save the Surface campaign arguments, generous use is made in the windows of the campaign literature.



Registered Floglaze

"The Finish that Endures"

Home and Farm

FALL PAINTING

—Is Your Opportunity—

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

"The Finish that Endures"

lines are

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Auto Finishes

This season offers the best opportunity for selling Floglaze Home and Farm, Floglaze Exterior, and other Floglaze Finishes.

The many reasons why the Fall is the best time for applying paint are beyond argument.

The foremost of these is the fact that surfaces are drier, more ready to take paint than at any other season of the year, all moisture having been driven out by Summer's heat.

Just as the Fall season is the best time to apply paint, just so is Floglaze the finish that endures, the best material for producing maximum protection at minimum cost.

Our dealer's booklet "A Guide to Larger Profits" describes Floglaze for Exterior Surfaces fully. Write us for this book.

Floglaze
M FINISHES THAT ENDURE L
QUALITY

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

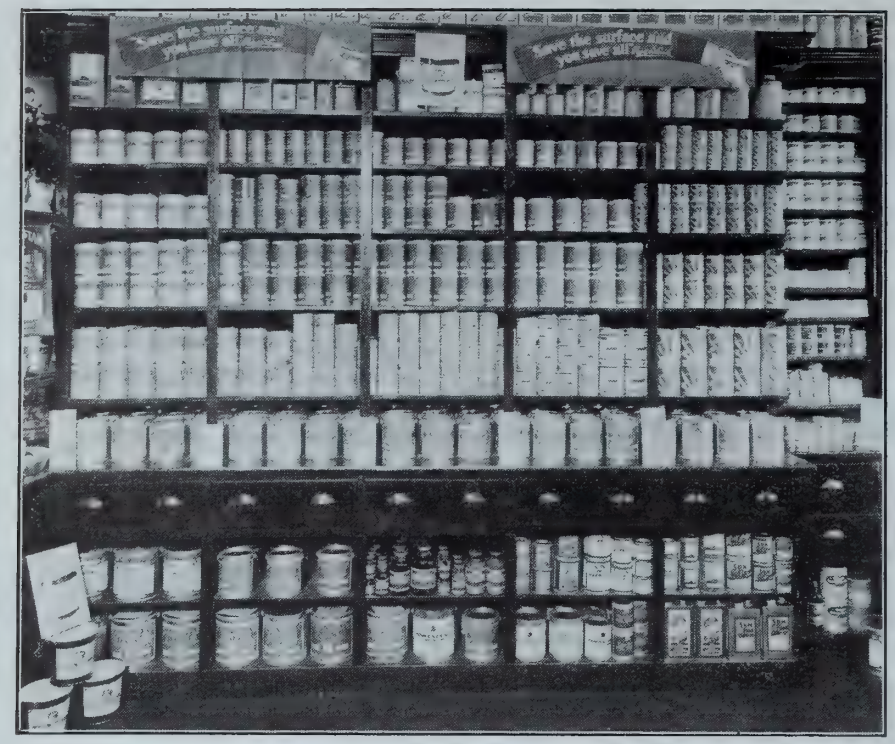
MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL
243 Beaver Hall Hill

Sole Distributors for Manitoba, Saskatchewan and Alberta
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
THE **SHORE-WALLACE CO.,** LIMITED
155 PENDER STREET, WEST
VANCOUVER

If interested tear out this page and place with letters to be answered



This neat arrangement in the paint department of McClennan Hardware, Peterboro, Ont., greets the customer immediately upon entering the store. No counters are placed here to obstruct the customer from closely examining the stock, color cards, etc. The shelves are kept well filled to support the firm's contention that it can supply all requirements.

HARDWARE PROFITS LARGEST IN YEAR 1916

(Continued from page 30)

dise and equipment, etc., are largely uncontrollable expenses. Minimum wage laws and competition for competent help tend to make wage expense a factor that can only be controlled to a degree by increasing the efficiency of the retail sales force, and by the elimination of extra services of a luxury nature. Interest on investment and borrowed money cease to be an expense burden when stock turn reaches an efficient frequency.

It is held by some authorities that money spent for advertising places no burden on consumers because the increased volume of sales obtained through advertising reduces the ratio of total expense to total sales. A community can absorb only a limited amount of merchandise, and where trade is diverted by advertising from one store to another it must increase the ratio of operating expenses of one distributor, if the ratio of another is decreased.

There is an element of service in advertising, by which consumers are notified of the presence of goods they desire, are reminded of their needs, and are educated to the use of better materials.

Waste can and does occur in advertising, nevertheless, and it is significant that those trades which are the most persistent and largest users of advertising space carry higher percentages of operating costs than appear in other lines.

In some localities retailers have successfully operated joint delivery systems, through which consumers have received satisfactory service, with a considerable reduction in cost to the merchants participating. Such efforts should be heartily endorsed by the consumer as they tend to lower the prices he pays for his requirements.

The cost of operating a retail store depends upon the relation between investment and volume of sales. Idle merchandise and tied-up capital inevitably increase operating expense. Frequency of stock turn and increased volume in relation to investment tend to reduce operating expense. Purchasing with knowledge of the requirements of the community avoids accumulation of unsaleable merchandise.

It is well to refer again to the fact that the more consumers concentrate purchases in their communities, the lower will be the operating expenses of local dealers, benefiting consumers through lower prices incident to lower selling expense.

Retailers add to the congestion of trade by advertising special sales on peak trading days.

Chart D14 shows the fluctuating prices on specified groups of hardware and reflect the price which the retailer paid, the price the consumer paid, the amount of margin, and the percentage of margin to sales price.



Above is a group photo of the annual picnic of the Flint Varnish and Color Works, including the plant and office staff, in Toronto, at High Park. In addition to the employes there were also in attendance the immediate families, altogether about 200, and the Flint cap with its slogan "If It's Flint It's Good" was very much in evidence. During the afternoon a number of sports were indulged in and many valuable prizes awarded. The feature of the occasion was a soft ball game between the single and married men, which went for six innings and was tied; on the flip of the coin the married men won. An unexpected event was the drawing for an electric stove held for the married women, which was won by Mrs. Young. A bountiful supper was served at six o'clock, after which the prizes were presented by J. J. Riley, General Manager. The committee in charge were as follows—J. H. King, chairman; Miss May Banks, secretary; Miss Jennie George, Frank Mugford, Sam Carson. The starter for the events, Ernest Brooks; judges, Messrs. Robertson, Mugford and Carson.

WHEN you wonder why your customers ask for Pratt & Lambert Varnish Products remember the Pratt & Lambert advertising in MacLean's, The Saturday Evening Post, American, Good Housekeeping and House Beautiful. And, at the same time, don't forget that the quality in P&L advertising is more than matched by the quality in every P&L can — a fact that makes a great deal of difference with present-day buyers.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.

"Save the surface and you save all" Paint Varnish

PRATT & LAMBERT
VARNISH PRODUCTS

Weekly Paint Markets

Montreal

MONTREAL, October 5.—Advanced prices on both linseed oil and turpentine feature the paint markets this week. Linseed oil shows a price increase of four cents per gallon, while the latter product records a rise of five cents. After the sudden break in the flax-seed market last week, there has been a gradual strengthening until at the present time the situation is described as quite firm, and although the new crop is now in hand local crushers anticipate a fairly firm oil market for the coming weeks. There has been little change in turpentine during the week, the market in the south remaining in a very firm position. Demand continues seasonal, and stocks are generally at a very low level. Stocks locally are depleted in some quarters, but further shipments are expected within the near future and generally speaking there are ample supplies to meet present requirements. A noticeable improvement is reported in shellac, the markets at primary centres now being described as firm. White lead in oil has a strong undertone owing to the continued gains in pig lead and existing price levels on linseed oil.

SEED MAKES RECOVERY: OIL PRICES ADVANCED

Montreal.

Following the break in flax-seed last week, when a decidedly easier tone crept into the market, a partial recovery is now noted, and oil prices are advanced four cents per gallon, raw oil in one barrel again passing the dollar mark. The seed situation is still an unsteady one, the market fluctuating at almost regular intervals. At the beginning of this week prices eased off a little, but not sufficient to materially affect the oil market.

Another factor worthy of note this week is the strengthening on the English oil market, prices showing a substantial increase. According to one local crusher this tendency on the foreign product had really a more direct bearing on the trend of oil prices during the week than the seed market. Competition from this source may become more extensive than it has during past months, but not if it is in the power of domestic crushers to check it. Prevailing prices are the following:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 02	1 04
5 to 8 bbl. lots, per gal.	1 00	1 02

Less quantities, add ten cents per gallon.

IMPROVEMENT NOTED IN PRIMARY SHELLAC MARKETS

Montreal.

Reports from primary centres state that the shellac market has shown material improvement during the past week or so, the situation now being described as firm. European markets have advanced and importers on this side now look for higher prices. Quotations locally are nominally unchanged as follows:

SHELLAC—

In barrels	5 10	4 60
5 gallon jugs	5 25	4 75
1 gallon jugs	5 40	4 90

TURPENTINE PRICES ARE AGAIN ADVANCED

Montreal.

A further advance of five cents per gallon in turpentine is recorded on the local market again this week, prevailing price level has now reached a new high point, and the undertone of this product remains in a very firm position. Reports from the South indicate that stocks are still at a low ebb, and this is thought to be the greatest factor assisting towards the strong market which has been evident for some weeks past. Demand while not quite as heavy as a few weeks ago, continues fairly good through domestic consumers purchasing in small quantities, but frequently, for their requirements. Stocks locally are low in some quarters but further shipments are expected at the end of the week. Other firms report ample supplies on hand, and following prices are now quoted:

TURPENTINE—

1 barrel lots	1 80	1 85
2 to 4 barrel lots, per gal.	1 78	1 83
Broken lots	1 90	1 95

BETTER MOVEMENT RECORDED IN PUTTY

Montreal.

A quite satisfactory trade is now reported in putty, manufacturers and distributors stating that the movement is now well up to expectations, and continued activity is looked for during the following weeks. Prices are unchanged at the revision of a few weeks ago, as follows:

PUTTY—

Standard, per 100 lbs.	5-ton.	1-ton.	Less.
Bulk, per 800 lbs.	$3 25	$3 50	$3 75
Bulk drums, 100 lbs.	3 75	4 00	4 25
Bulk drums or tins, loose 25 lbs.	4 00	4 25	4 50
Do., loose 12½ lbs.	4 25	4 50	4 75
Tins, cased, 25 lbs.	4 75	5 00	5 25
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Bladder barrels, 400 lbs.	5 00	5 25	5 50
Bladder cases, 100 lbs	5 25	5 50	5 75
5 lb. tins	8 00	8 25	8 50
1 lb. tins	10 00	10 25	10 50

Pure linseed oil putty, $1.25 per 100 lbs. advance over above prices.

STILL FIRM TENDENCY IN PIG LEAD MARKETS

Montreal.

There is still a very firm undertone in white lead in oil, due to the strong tendency in pig lead and existing price levels on linseed oil. The lead market in London records a steady gain, and according to local crushers, there are indications of still higher prices. The American market is on a much higher level than the English market, and while an adjustment from both ends might be expected, it is considered altogether probable that London will be advanced to a greater extent than a decline on this side. Trade in the finished product is making favourable progress, local producers stating that they are now working to capacity to supply the demand.

Toronto

TORONTO, October 5.—While there have been no actual price changes announced on the paint markets this week, yet the undertone and tendency registered in varying directions provides interest of note. In turpentine a decidedly firm tone remains, principally due to the fact that southern stocks are in a distinctly low state, and European requirements have continued to draw heavily upon Savannah supplies. Local supplies are stated to be low and new shipments are still slow in arriving.

Linseed oil prices are unchanged, with the tendency somewhat firmer at the revised levels of last week, owing to another minor recovery in flax seed prices. This market however, continues to fluctuate and the future of linseed quotations is difficult to determine. Shellac is described as registering a distinct improvement, and while no changes are made in domestic price levels, quotations are stronger in primary centres. Paint products in general are experiencing a brisk seasonal demand, with the call for window glass also now more satisfactory.

STRENGTH REMAINS IN TURPENTINE MARKETS

Toronto.

The undertone in the turpentine markets remains on a decidedly firm basis. This trend at southern primary centres is attributed to the low condition of stocks, chiefly brought about by an increased demand from European consumers. This has provided a strong factor toward the present local tendency, as

(Continued on page 52)

TRADE SIMMS SET IN RUBBER MARK



For 57 Years We've Been Painting This Sign

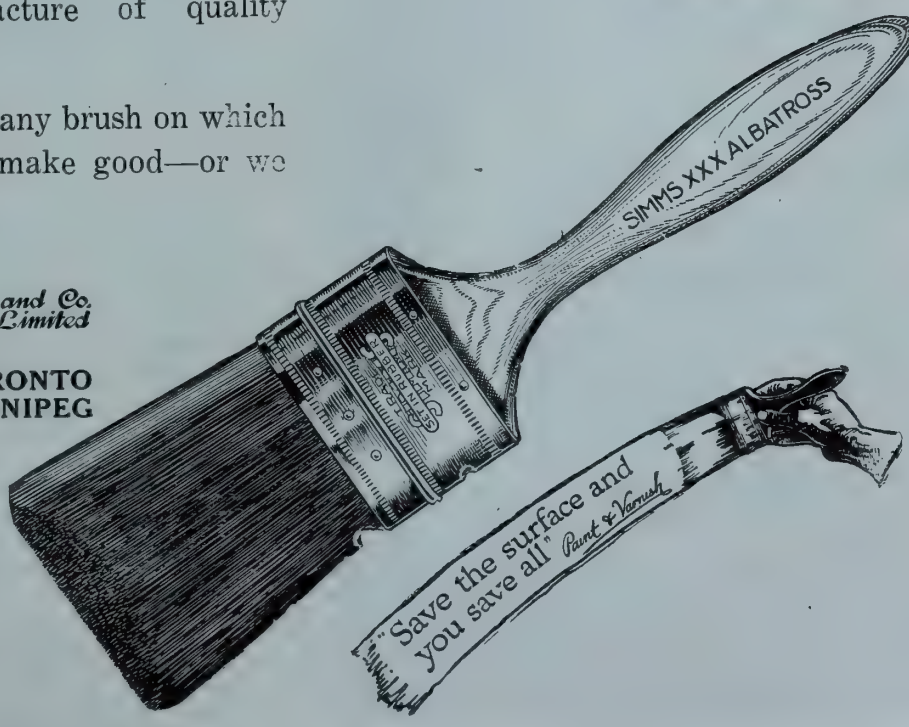


57 years ago we began to paint the name "Simms" in the public eye. It meant little to painters at that time because they had never tried the product on which it was stamped.

Year by year it has earned its recognition as the symbol of quality products until to-day it is known by painters throughout the length and breadth of Canada.

It is the embodiment of 57 years of successful manufacture of quality brushes.

It is a promise that any brush on which it is stamped will make good—or we will.



T. S. Simms and Co. Limited
St. John, N.B.
MONTREAL TORONTO
LONDON, Ont. WINNIPEG

If Interested tear out this page and place with letters to be answered

TORONTO MARKETS

(Continued from page 50)

supplies are still reported difficult to obtain, and the current demand is good, both on domestic and primary markets. That there does not seem much possibility for any lowering in turpentine prices for some time, was the opinion expressed to Hardware and Metal this week by a prominent distributor, this being due to the fact that supplies in southern production quarters are reported as inadequate to meet the requirements of consumers in general.

TURPENTINE—		
1 barrel lots	1 90	2 00
2 to 4 barrel ots	1 89	1 99
5 gallon lots	2 05	2 15

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

LINSEED OIL PRICES REMAIN AT NEW LEVELS

Toronto.

Prices on linseed oil remain unchanged this week, but the new levels announced last week are slightly firmer as the result of another slight recovery in the flax seed markets. The flax situation is described as unsteady, with fluctuations being recorded at intervals, which renders linseed quotations subject to revision from time to time. The changes this week, however, are not considered of such marked extent as to immediately affect existing oil levels. With the new crop appearing on the market in greater volume some easing in seed is more or less expected in certain quarters, while on the other hand the quiet demand for the by-products—cake and meal—serves to maintain the current oil prices to an extent. The prevailing call for linseed is described as fairly good for this season of the year.

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrels	1 05	1 08
3 to 4 barrels	1 04	1 07
6 to 9 barrels	1 02	1 05

Less barrels, 15 cents per gallon.

FIRM UNDERTONE IN WHITE LEAD IN OIL

Toronto.

White lead in oil remains on a strong price basis, which is chiefly the result of the recent gains in pig lead. This added strength has been reflected in the movement of white lead in oil, while the seasonal demand and fine weather conditions have also assisted in the current activity. There has been no further revision in prices, which are contained on the current market quotations pages.

GOOD MOVEMENT IN PAINTS AND VARNISHES

Toronto.

The ideal weather experienced during the past week has been of great assistance to the fall movement of paint products. Manufacturers and distributors describe the movement as entirely satisfactory and brisk business is the general report in all sections of the industry. The announcement that there will be no further changes in price for this season has clarified the situation, according to the viewpoint of one local distributor expressed to Hardware and Metal, and this decision should also stimulate the movement of paints and varnishes at this season of the year.

IMPROVEMENT NOTED IN WINDOW GLASS TRADE

Toronto.

A brisk movement in window glass is now evident, the seasonal activity in both city and country districts being more pronounced. This condition is described as in keeping with general expectations in this regard. There has been no further announcement regarding prices, although some easier discounts on imported glass are evident in certain quarters. Present lists and discounts are contained in the current market quotation pages.

SHELLAC MARKETS NOW REPORTED IMPROVING

Toronto.

In keeping with the situation outlined in a recent issue of Hardware and Metal, a noticeable improvement is now reported in the shellac market. While domestic quotations remain unchanged, it is stated that the sagging tendency apparent during the past weeks, has now recovered, and primary centres are described as firm. European markets have continued the advance in quotations recorded recently and importers look for a reflection of this rise in domestic levels in the near future.

SHELLAC—	White	Pure Orange
In barrels	5 10	4 60
One gallon jugs	5 40	4 90

SEASONAL ACTIVITY IN PUTTY NOW EVIDENT

Toronto.

Putty is now generally reported to be registering seasonal activity. The current demand is said to be more satisfactory and in keeping with expectations of manufacturers and distributors in this respect. There has been no further development as regards prices, which are maintained at the following levels:

PUTTY— Standard, per 100 lbs.	5-ton lots	1-ton lots	Less
Bulk bbls.	$3 70	$3 95	$4 20
100 lb. drums	4 20	4 45	4 70
25-lb. irons	4 45	4 70	4 95
Bladders in bbls.	5 45	5 70	5 95
Do., less quantities	5 70	5 95	6 20
1-lb. tins	10 45	10 70	10 95

Pure Linseed Oil Putty, $1.25 per 100 lbs advance over above prices for similar quantities.

Pittsburg Markets

PITTSBURG, Oct. 4.—Steel markets have had another of the sudden shifts that are so characteristic. For six months mills have been straining every nerve to produce the last ton possible, in order to meet, as far as possible, the urgent requests of customers for deliveries, and during almost the entire period prices were advancing. The average advance on all steel products, for forward deliveries, was about $9 a net ton, or almost one-half again as much as the advances in the great market movements of 1909 and 1912, while using early delivery prices for the comparison, the advance was considerably more than $9 a ton.

By the sudden reversal that has occurred, mill deliveries on old orders are growing more prompt, many mills are eagerly seeking business, prices for early deliveries are declining, and a feeling is growing that prices for forward deliveries are likely to decline before there is another general buying movement.

Possibly this reversal is due to the increased production of steel since the coal strike ended, but this seems hardly sufficient to explain the change fully. Production was at about 50 per cent. of capacity at the end of August and is now at between 65 and 70 per cent. While this is a great increase, the 50 per cent. rate had been only a temporary affair. The industry was running at between 70 and 75 per cent. in June, and July showed an average rate of nearly 70 per cent. Thus the real picture shows, not that there has been an increase in the past 30 days, but that there was a period of just a few weeks in which production dropped. The present rate is hardly equal to the July rate and is well below the June rate, hence it should not, itself, make a surplus of steel.

The explanation of the sudden easiness of position the steel market has acquired seems rather to be that during the coal strike buyers were anxious to get all the steel they could, fearing an interruption of deliveries by the coal shortage while now, with the coal strike ended, they content themselves with such steel as they actually need at present. Possibly they are drawing upon stocks of steel previously accumulated.

Sellers of steel are laying much emphasis upon car shortage, presumably to encourage buyers to take heavy deliveries. The car shortage is not serious, as to its present influence, but it is serious in its menace of worse conditions to come, for inclement weather, due in say a couple months, always slows down railroad operations more or less. The demands upon transportation now are a little beyond the transportation capacity and if the demand for movement continues unabated and the capacity goes down there is going to be serious trouble.

Many of the mills, perhaps the majority, have more or less car shortage. At some sheet mills product to the extent of two or three weeks of production has accumulated. At mills making other classes of material there are no accumulations or only small accumulations, equal perhaps to two or three or four days of production.



No. 579

A Canadian Pro States:

"You Make The Best Golf Bags In America."

This is high praise indeed and we are proud of the tribute, the more so because it has been our endeavor, always, to do just that very thing—to make the best golf bags in America.

Our golf bags are designed according to the specifications of seasoned golf professionals. They are constructed from only the best materials and the workmanship on them can not be surpassed.

Strong, durable, light in weight, your customers will appreciate these better, Canadian Made Bags.

Write To-Day For Prices

Lamontagne Limited.

BALMORAL BLOCK

338 Notre Dame Street West, Montreal, Can.



No. 578

THE NAME "STILL" ON HANDLES IS YOUR GUARANTEE

that the handles have been made by handle specialists, who have reached their present high position in the handle business through many years of honest effort to give the hardware trade "the best possible" in handles.

Our aim is satisfied customers because we want your repeat business. Specify Still's Axe, Pick, Hammer, Sledge, Cant Hook and Peavie Handles. Always look for the name "Still's."

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

SHINGLE STAIN in greens, browns and reds—also supplied in special preservative grade, in lithographed cans that don't leak.

STURGEONS LIMITED, TORONTO

Also Ferrolastic Metal Paint
Waterproofing Asphalt Paints
Flintex { Concrete Hardner / Waterproofing for Concrete
Sturgeons French Polish Wax
Varnishes, Colors, Etc.

If interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ...	.....	$10 00	$10 70
BB Caps ...	.....	.....	7 00
22 S Mush .	.....	.....	11 50
22 Long ...	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short . .	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser ..	.....	.....	91 00
32 S. & W. .	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W...	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross. ..	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage ..	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells. 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes. doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each..... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, $1.60 lb.

... lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16.....$6 00	18-16.....$12 00		
4-16..... 5 00	19-16..... 14 00		
5-16..... 5 00	20-16..... 14 00		
6-16..... 5 00	21-16..... 16 00		
7-16..... 5 00	22-16..... 16 00		
8-16..... 5 00	23-16..... 18 00		
9-16..... 6 00	24-16..... 18 00		
10-16..... 6 00	25-16..... 21 00		
11-16..... 7 00	26-16..... 21 00		
12-16..... 7 00	27-16..... 24 00		
13-16..... 8 25	28-16..... 24 00		
14-16..... 8 25	29-16..... 24 00		
15-16..... 9 50	30-16..... 27 00		
16-16..... 9 50	31-16..... 30 00		
17-16.....12 00	32-16..... 30 00		

Discounts from Standard List
Gilmour auger bits 25%
Do., special 40-5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, net prices.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, 10 per cent.
Mephisto, electricians and expansive, net list.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	6 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%
Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 25%.

Coach and lag screws, 45 %.

Bolt ends, 35%.

Square head blank bolts, 35%.

Plow bolts, No.'s, 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%).

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 2... cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 strings .....$	6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

Wrought Steel—	
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel ... ...$	3 68

Less car lots—

Per bbl., f.o.b. yard	4 40
Per bbl., delivered	4 60

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHIMNEYS, LAMP

A—8 doz. case .....$	8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2 $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7 $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft. ....$	13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.55; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1 ....$	16 25
T. F., No. 2 ....$	17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch	13 20	$15 40	
7-16 inch	11 30	13 30	
½ inch	10 20	12 40	
9-16 inch	10 70	12 90	
⅝ inch	10 30	12 55	
¾ inch	9 95	12 20	
⅞ inch	9 60	11 80	
1 inch	9 25	11 45	

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion, $1.85 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb. ...	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 55c. per lb.; Nos. 8, 9, 10, 12, 55c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.



Plan Ahead for a Big VIKO Christmas

Advance planning wins most battles. That is, if you plan right and have the right kind of ammunition.

Plan your Christmas Viko siege on the gift pocket-books right now.

Here's what we are doing for your Viko Christmas:

1. Strong national magazine advertising which will feature Viko percolators — double boilers—tea kettles—tea pots—tubed cake pans—casseroles and syrup pitchers. Also miniature sets for the children (in brightly colored Nursery Rhyme cartons).
2. Special holly cartons for Viko utensils to make them more Chrismasy in display and as gifts when purchased by your patrons.
3. We have ready for you a striking Christmas window trim for Viko displays. Send today for it.

You know by now the advantages in offering the community VIKO, The Popular Aluminum, kitchen utensils. Write us today to co-operate with you for a big and profitable Viko Christmas. *Ask your jobber.*

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz.
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz..... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmithe', ½ in. 2½ in. shank
List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	5/8 in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kearney Foot Arcade	60%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60%
Globe	60%
Nicholson	30|5%
Black Diamond	35|5%
Delta Files	20%
Firth Files	50%
K. & F. horse rasps	70%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Circle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	$ 7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 ..... $10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt..... $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10%; all oak, ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15% off standard lists. Whiffletrees, double-trees and neckyokes list less 10%; wood rakes, list less 10%; horse pokes, list less 10%.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King No. 42, $11.80 per doz.
Safety No. 20, list less 20-10%.
Reliable, No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.
No. 1 ..... $ 9 75
No. 2 ..... 10 75

HATCHETS, LATH
No. 3 ..... 10 00
No. 4 ..... 10 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ..... 14 00

HATCHETS, CLAW—
No. 7 ..... 11 00
No. 8 ..... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00
Majestic, 1 burner	10 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, each $7 35
Net, in one dozen pkts.
Hot Blast, No. 20.....

HINGES—Blind Doz. sets
Clark's No. 1 ..... 1 90
Do., No. 3 ..... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 '
6 inch	1.53	1 '

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60
Featherweight "X-L" steel	0-04 3 75	all sizes
Special-countersunk.	1-4 9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated ½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	$1 81
Potts' nickel plated, per set	1 87
Potts' handles, japd. grs.	17 50
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.65
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49

Single and Fruit Picking

10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Little Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:

1 doz. cases	1 20 doz.
6 doz. cases	$1 05 doz.
3 doz. cases	$1 10 doz.

Cold blast genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London,

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Pearless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B.	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ballbearing, with rack	22 75
Perfection, engine drive	69 00
Do., electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. ..... $ 9 75
Pick, doz. 9 75
F.O.B. Montreal.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90
Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.

Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 85
No. 10, sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	25%
Woodyatt	25%
Empress	25%
Mayflower	25%
Ontario Daisy	25%
Star	25%

List, September 19, 1921.

Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, September 9, 1922.
Maxwell's, List 68, discount 45%
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3½ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base



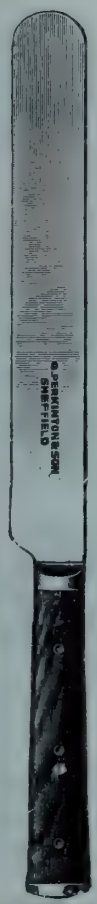
The Cord With a Heart

This is the cordage—indoors or out—that actual tests have proven the best.
It excels in tensile strength—the heart is covered by braided, multiple plies of cotton under high tension.
It is weather—rot—stretch proof.
It is certainly the best cordage made.

Buy it from your Jobber

The Aero Mfg. Co., Ltd.
LENNOXVILLE, QUE.

Western Agents:
H. L. PERRY CO., LTD.
Winnipeg



G. PERKINTON

Broad Works, Broad Lane
Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery.

Wholesale Shippers Agents

HALE BROTHERS
318 St. Paul St. West
MONTREAL



May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

"Ideal" Stove Pipe *and* "Football" Elbows



Do not forget to specify them when ordering from your Wholesale Hardware House. Also Tee Pipes, Tapers, etc. Made in 3 sizes.

No difficulty in fitting them together.
Strongest and easiest Patent Lock Stove Pipe.

Write for Information



ADOLPHE HUOT, LTD.

63 Dalhousie St. - Quebec, P.Q.

If Interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.40 to $3.65 base.
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed, Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Navy Special No. 1 ..... $15 00
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS

	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 34
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 65
Do., Surprise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Joillette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Scythe brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 20
Asphalt felt, 10 and 15 lbs.,	3 75

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38.25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	$18 40	
3 in., in 10-ft. lengths list	22 30	
4 in., in 10-ft. lengths, list	29 60	
5 in., in 10-ft. lengths, list	40 00	
6 in., in 10-ft. lengths, list	49 00	

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ..... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ..... less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 75
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC. 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC. 14x20, 112 sheets $11 50
F. o. b. Toronto or Montreal.

POLISH (O-Cedar)

	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—

	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.70; 3 ply, $2.05;
Everlastic, 1 ply, $1.55; 2 ply, $1.90; 3 ply, $2.25.
Panamoid, 1 ply, $1.35; 2 ply, $1.70; 3 ply, $2.05.
Tomahawk, 1 ply $1.25; 2 ply, $1.50; 3 ply, $1.85.
F. O. B. Montreal, Toronto.
Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 65
Do., 18 wide 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto
Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

	per doz.
1 lb. cans	3 00
5 lb. cans	8 00
10 lb. cans	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 7-16 to 9-16 in., 1c; ⅜ in., 1½ cts; ¼ in. and 5/16 ins. 2c; 3-16 in., 2½c extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in. and up	0 41

F.O.B. Horonto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 17½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion ... ... List, less 10%
4 lb., $5.30; 10 lb., $6.00; 240 lb. $11.15; 600 lbs. $30.00; 1200 lbs., $35.60; 2000 lbs., $51.600; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

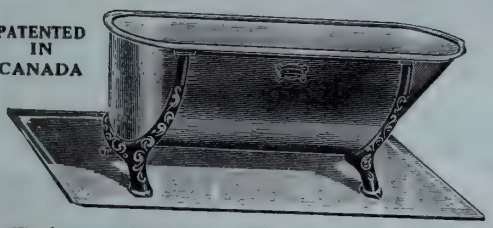
SCREWS—
Discounts off Standard List, adopted. July 6. 1922.

Wood F.H., bright	80 5%
Wood O.H., bright	77½ 5%
Wood R.H., bright	77½ 5%
Wood F.H., brass	75 5%
Wood R.H., brass	72½ 5%
Wood O.H., brass	72½ 5%
Wood F.H., bronze	70 5%
Wood O.H., bronze	67½ 5%
Wood R.H., bronze	67½ 5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

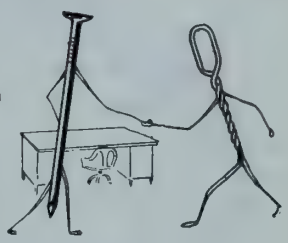
Large stock on hand, can ship promptly. Get after Fall business.

Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED

LAIDLAW'S WIRE BOYS

Bale Ties---



Says B. T.: "Right in this plant we make the best Bessemer Bale Ties that are produced in Canada.

"Laidlaw's Bale Ties are used for bundling Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Leather Findings, Pulp, Tobacco, etc."

Everything in Wire and Wire Nails

THE

Laidlaw Bale Tie Co., Ltd.

Head Office and Works;
HAMILTON, ONTARIO

Say "Laidlaw Products" to your jobber.



"TRIMO"

Following Four Tools Have The Quality Mark

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The right material is in them. The best possible design is in them. Every TRIMO operating convenience is in them—and every feature of economy. TRIMO users are wise buyers—they buy for long service.

THE CORRECT TOOLS FOR SHOP, HOME and FARM

Buy of your dealer or write

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.
MANUFACTURERS

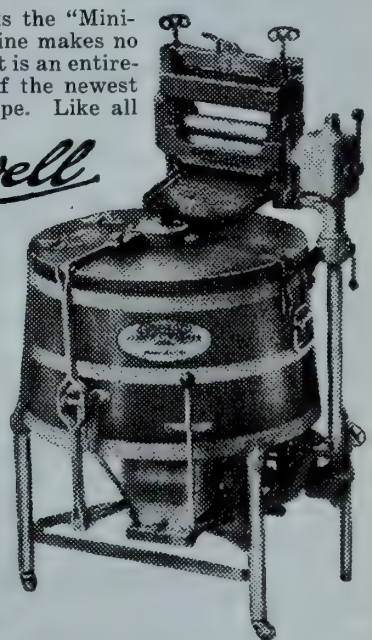
Canadian Representative: **GEO. P. FRASER**
28 Temple Ave., Toronto

IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED

St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co.,
290 St. Paul St. West.

If interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES. Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ..... $ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30% off list.
Hot Blast ..... Less 20%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings, eyco ball bearings ..... $ 60 00
Champion, jap. fittings 45 00
Grand, jap., eyco b.b. 68 00
Grand Rapids, nick., eyo b.b. 55 00
Do., jap., eyco b.b. 50 00
Parlor Queen, Nick., eyco b.b. 62 00
Princess, nick., eyco b.b..... 57 00
Standard, jap. fittings 46 00

Stove pipe thimbles, 60 per cent. F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., eyco bear... 48 00
Do., nick., eyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3", per 100 ft. net ..... $ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa, Toronto, London, Hamilton, Collingwood, or St. Marys.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over (This applies to Eastern Canada only)
Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent. lb. on 20,000 lb.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 ..... 30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves — Standard....58%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. .....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ..... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, plus 5 per cent.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs., pist prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 25	$3 50
Section, ½ lb per 100 lbs	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	2 50	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice
Extra net, per 100 lbs.—Oiled wire 15c; bright, soft drawn, 25c, to 70c.
Stovepipe Wire:
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal. St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench. No. 541EB.... 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following places to point of destination, viz.: Montreal, Kingston, Ot-

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 379

WHY USE TONCAN?

When you have a sheet metal job which requires the very best material to give reasonable life and service, use Galvanized Toncan Sheets.

Iron Plus Copper Resists Rust

There's a reason!

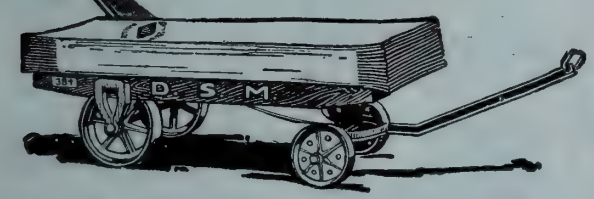
64 years ago a flume was built in Columbus, Ontario, and banded with hoops of iron. These hoops are still strong and serviceable. Here's how they compare in analysis with Toncan—

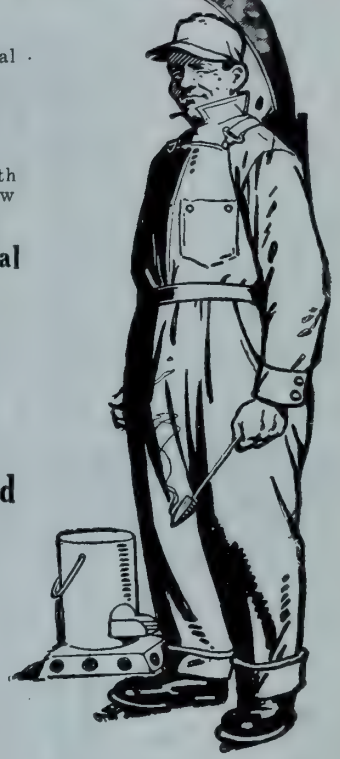
Old Charcoal Iron		A Typical Analysis of Toncan Metal	
Carbon	.04%	Carbon	.03%
Manganese	.15%	Manganese	.12%
Sulphur	.040%	Sulphur	.038%
Phosphorus	.37%	Phosphorus	.010% or under
Silicon	.17%	Silicon	Trace
Copper	.09%	Copper	.20% or over

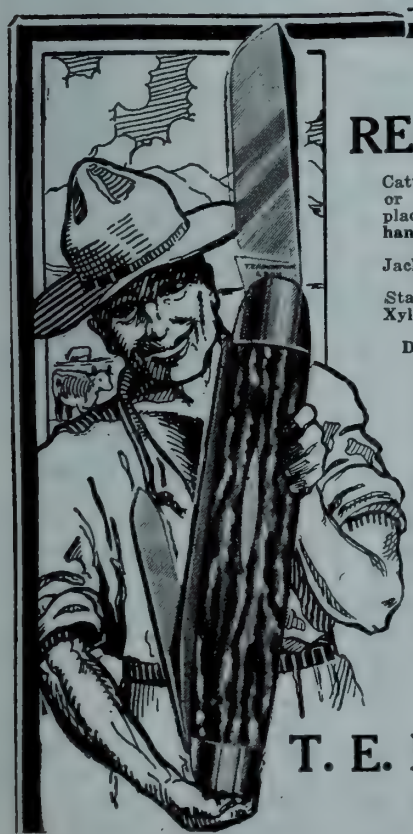
Toncan costs only a little more. Every jobber can quote you.

TINKER TOM

DOMINION SHEET METAL CORPORATION, Limited
Hamilton







PRICE REDUCTIONS

Cattle Knife as illustrated, or with leather borer in place of Pen-Blade. Stag handle, 41/6 doz.

Jack Knives from 7/-doz.

Stainless table knives Xylo handles 24/- doz.

Deesert ditto, 20/-doz.

The new stainless Nickel forks and spoons. Dessert 7/9, Table 10/- doz.

All above subject to discount for quantities.

Order direct for early deliveries.

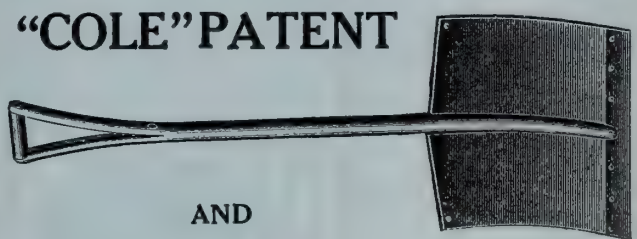
Goods sent cash against documents.

C.I.F. charges added at cost.

T. E. Rowbotham & Son

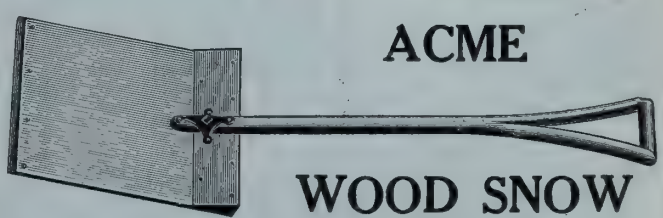
Globe Works, Penistone Rd.
SHEFFIELD, ENGLAND

"COLE" PATENT



AND

ACME



WOOD SNOW SHOVELS

Our "Cole" Patent shovel has a broad, curved basswood blade with sides reinforced with iron plate, steel tips and wood or iron D grips. They are especially desirable for shoveling off sidewalks and light snow.

In the Acme shovel lightness and strength are so combined as to give a most serviceable shovel for all uses. Steel tips and wood D handles, blades of basswood and finished in varnish.

Wood shovels for the kiddies also.

Send for catalogue and price list.

Rugg Ball Mfg. Co. Ltd., Ayer's Cliff, Que.

If interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50

Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White)	Gal.
Dougal Muronic .....$	6 40
Vitralite	7 93
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 36
S-H "White" Enamel	**6 60**
Martins, white	7 10
Satinette, International V ..	7 24
C. P. Co. Allbagloss	**6 40**
C. D. Master Painters'	**6 85**
Jamieson & Co. Glitrox	**6 10**
Mooramel	7 00
Lowe Bros., Linduro	**7 10**
Sunshine, white	**6 10**
Kyanize (Boston Varnish) .	**8 10**
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	**6 10**
Hillcrest Sanderson's	5 50
Luxeberry	7 43
Agate, Ramsay's	**4 55**
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24-30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb. 0 18	0 20
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal. 70/10%.

GLASS PLATE,
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton 45c. per 100 lbs. F. o. b. Fort William and Port Arthur. 75c. per 100 lbs.
Maritime differential 50c. per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure .	13 00	13 45
Elephant Genuine ..	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks.....$	9 75
Genuine, 100 lb. casks.....	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls. .....$	7 15	$8 25
200-lbs., half bbls.....	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs. ..	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
Barrels, per gal. .....$ 60
Half-Barrels, per gal..... 0 65
5s and 10s. per gal..... 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P. .....$	3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, white	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white ..	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white..	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint .	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white ..	3 60
Do., color	3 45
Jamieson's Crown Anchor ..	3 55
O.P.W. Can. Brand, white ..	3 95
O.P.W. Can. Brand colors ..	3 60
O.P.W. Can. Brand, floor...	3 55
O.P.W. Flat Wall, white ..	3 45
O.P.W. Flat Wall, color ...	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 65
Ramsay's Dulltone, white ..	3 55
Ramsay's Dull Tone, colors ..	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white..	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint..	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint ..	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white.....	3 40
Do., floor	3 00
A. & E. Ade.ite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s. per case, doz...	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans. gal. ..	1 50	1 50
5-10 gal. cans. gal...	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)..	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
½ lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moneton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—	Per 100 lbs.
G., medium grade ... .$	4 00
Water white	5 00

SHELLAC	Pure White	Pure Orange
In bbls.	5 10	4 60
Gal. jugs	5 40	4 90

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Cresote ..	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I. V.)	1 45	1 65
Hillcrest (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens, ...	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W. ...	3 00
B. H. Vanisher	3 00
Chalco	3 00
K'ensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors	4 08	
B. H. Maritime Spar	5 13	
B. H. Hard Oil	2 76	
B. H. Gold Medal	3 42	
Elastilite, Imp. V.	3 95	
Granitine Floor Finish	3 95	
Hydrox Spar, Imp. V.	5 00	
C. P. C. Sun Varnish	4 00	
Glidden Wearette	4 00	
Glidden Floorette	4 00	
Glidden Jap. Spar	5 79	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 10	
I. V. Elastica, No. 1	4 99	
Do., No. 2	4 58	
Do., Floor	4 10	
O.P.W. Jasperite Interior and exterior	3 40	
O.P.W. Indestructo, floor ..	3 40	
O.P.W. Jasperite Pale Hard Oil	2 50	
P. & L., No., No. 61	5 14	
Jamieson's Copaline	4 10	
M-S Marble-ite Floor	4 32	
M-S Wood-Var.	4 16	
M-S Durable Spar	5 23	
M-S Finest Interior	4 97	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Morvar Interior	3 25	
Moore's Spar	5 00	
Elastic Interior	3 24	
Mar-not, S. W.	4 03	
Quick Action House	2 70	
Rexspar, S. W.	5 07	
Scar-Not S.W.....	4 76	
Lowe Bros., durable floor ..	4 60	
Solpar House Spar	4 60	
Solpar Floor	4 60	
Solpar, Interior	3 60	
Kyanize Spar, Boston Var.	5 25	
Kyanize Cabinet Rubbing ..	4 95	
Kyanize Interior and Floor.	4 95	
Luxeberry Light	4 56	
Luxeberry granite	4 56	
Luxeberry spar	4 73	
Ramsay's Universal	3 80	
Ramsay's Agate Floor	3 80	
Ramsay's 400 Hard Oil	3 35	
Ramsay's No. 720	3 00	
"C. D. Big 4" Exterior	5 10	
Do., Interior	4 60	
"C. D. Big 4" Floor	4 50	
C. D. General purpose	4 28	
C. D. Furniture	2 30	
Dougall Univarnish, clear ..	4 50	
Dougall Transparent spar .	5 00	
Dougall Transparent, floor .	4 50	
Do., Nogloss, interior	4 50	
Do., Interior	4 50	
Adelite, No. 103, Floor	4 00	
Adelite, No. 105, Flat	4 00	
Adelite, No. 100, Spar	5 80	

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg...	0 17
1 gal. packages, per pkg....	1 00
½ gal. package, per pkg...	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

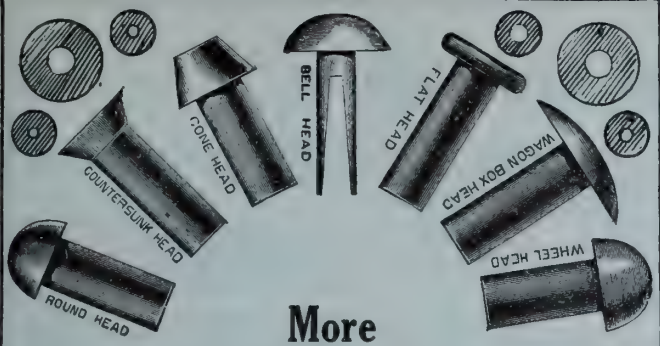
Water Paints 5 lb. pkgs.	(per 100 lbs.) White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fanc. 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keeh 7½c.
Above lines subject to trade discount for quantity.

WAX	
B H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal..	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls. ...	2 25
WOOD ALCOHOL	Per gal.
In five ballons	1 50
Methylated Spirits	1 50



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

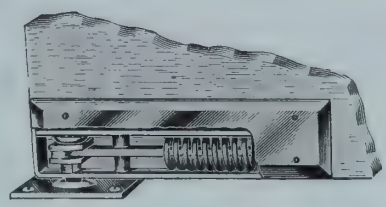


The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip. 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

It WEARS and WEARS and WEARS





The Lawson No. 800 ball bearing surface spring hinge is made extra strong, with specially hardened cam rollers and pins, plunger, center guide roller and main pintle—parts subjected to wear are thus protected, insuring long life. A sturdier hinge than any other of its type on the market. Further information on request.

Canadian Representatives for Ontario, Quebec and Maritime Provinces

Smith-Stewart Company, London Loan Building, London, Ont.

LAWSON

Manufacturing Company
230 West Superior St., Chicago, Ill.



ORDER NOW

YOUR WHOLESALE HOUSE OR

The BURROWES Mfg. Co. TORONTO

Everything in Radio

To the dealer
from Parts to Complete Sets

Immediate Deliveries

Priced Right

Write for Our Proposition

Canadian Radio Electric
782 Logan Ave.
(near Withrow Park)
Toronto - Ontario



If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short	$10 00		10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	14 00		17 50
25 Short ..$23 50	.....	.....	.....
32 Short .. 23 50	.....	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt . 33 50	.....	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.....	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
33 Rem. Rim.....	.....	.....	144 50
35 Win.	.....	.....	190 00
35 Rem. Rim.....	.....	.....	159 50
351 Self Ldg.....	.....	.....	121 50
44/65	.....	.....	152 50
45/70-405 133 00	.....	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16.....$6 00	18/16....$12 00
4..... 5 00	19 ..... 14 00
5..... 5 00	20 ..... 14 00
7..... 5 00	22 ..... 16 00
6..... 5 00	21 ..... 16 00
8..... 5 00	23 ..... 16 00
9..... 6 00	24 ..... 18 00
10..... 6 00	25 ..... 21 00
12..... 7 00	27 ..... 24 00
11..... 7 00	26 ..... 21 00
13..... 8 25	28 ..... 24 00
14..... 8 25	29 ..... 27 00
15..... 9 50	30 ..... 27 00
16..... 9 50	31 ..... 30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40
Double Bit	17 00
Broad Axes 52 00	57 00

AXES, Bench

Single Bit 10 80	13 00
Double Bit	17 00
Broad Axes	56 00
No. 5	27 70
No. 6	30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅝ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount	60%
Nicholson Gen. Discount ..	85%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common, Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17.50
Lightning $17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw $1 10
Boiled 1 13

MACHINES—WASHING

	Each
Dowswell ... ...$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt	$10 50	$11 00
Empress	12 50	13 25
Daisy	7 50	7 75	8 00
K—3 blade ..	9 60	10 25	10 06
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5 .....$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark behind the "Hardware House of Quality"

The Largest Wholesale Hardware Dealers in Canada

Two Trade Winners
DIAMOND "A"
Ready Mixed Paint
AND
KYANIZE VARNISH





Diamond A Paint is guaranteed absolutely pure and is sold subject to chemical analysis. Kyanize the most durable varnish made. Makes old floors and furniture like new.

Save the surface and you save all" Paint & Varnish

The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

STEEL IRON METALS
WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS — MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED (1 gallon can basis)	
Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING	
Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
5 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones. D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$1.95 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—	
Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—	
Cream, polishing	0 29

WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	—Dozen— Black.	N P
Always Ready		
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES	D.
Regent	$69 00
New Era	76 50
Universal	49 50

Lessons From Lean Days

During the lean period from which we have just emerged, western merchants, wholesalers and manufacturers found that the goods they depended on to pay rent, wages and current expenses were the nationally advertised well-known lines. It was proven that when people buy most carefully, they select goods they have become familiar with through effective advertisements.

It was advertising that kept the doors open, that enabled retailers, in spite of adverse conditions, to carry on and the merchants who suffered the least were those who pushed the sale of popular products of recognized value and quality. By featuring these lines in their own advertising they cashed in on the demand created by general advertising and transformed the consumers' good impressions into actual purchases.

The Return to Prosperity

Now we are a long way on the return to prosperity. The basis of business is again sound. In most districts of the west farmers are purchasing their normal requirements and constructive retail selling is reaping a fair reward. A new era of opportunity is opening up.

More than ever is it true that advertised goods are the backbone of profitable business. If the lessons of the lean days are applied to present retailing, turnover and profits can be greatly increased.

The leading manufacturers and distributors in developing western trade prefer and use The Nor'-West Farmer which reaches more farm homes than any other paper. The money they spend is of direct benefit to every western retailer handling their lines and it pays these merchants to keep tab on the best sellers by watching the advertising in this paper.



Free Dealer Service

The regular issues of The Nor'-West Farmer, and a monthly letter reviewing current advertising, are mailed free to the retailers of Manitoba, Saskatchewan and Alberta. If you are not now on our list your request secures this free service.

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Winnipeg

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Debrosses St., New York.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Hurtubise, Limited, Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Veri Best Aluminum Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

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ANCHORS, GUY
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Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
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The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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E. T. Wright Co., Limited, Hamilton, Ont.

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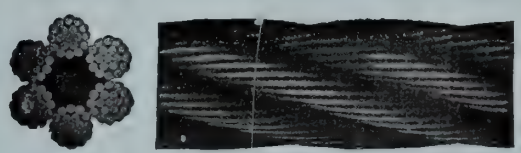
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Parmenter & Bulloch, Gananoque, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham ,Eng.
Chicago Spring Butt Co., Chicago Ill.
Falls, N. Y. ....
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W. Walker & Son, Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Standard Meter Co., Ltd., Toronto, Ont.

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Canadian Canoe Co., Ltd., Peterborough, Ont.

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The United Royalities Corp., New York, N.Y.

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Carborundum Co., Niagara Falls, N. Y.

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Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
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Walter Woods Ltd., Hamilton, Ont.

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The Bassick Co., Bridgeport, Conn.

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Geo. W. Reed & Co., Montreal, Que.

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Evans & Co., Ltd., Montreal, Que.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
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CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Beatty Bros., Ltd. Fergus, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

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Canada Foundries & Forgings, Ltd., Brockville.
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Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
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The Steel Co. of Canada, Ltd., The, Hamilton.
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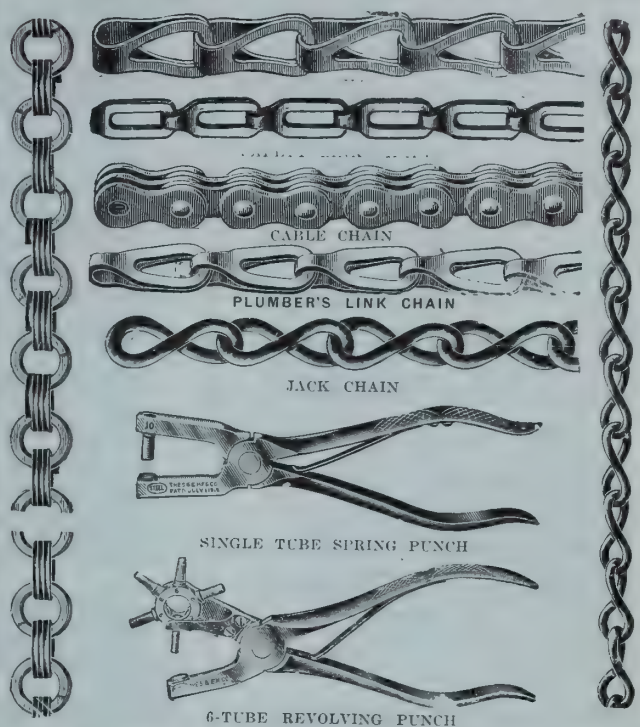
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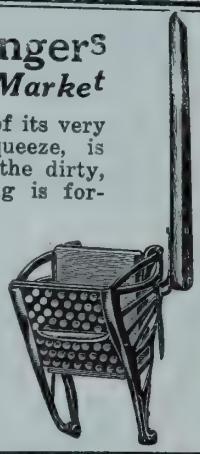
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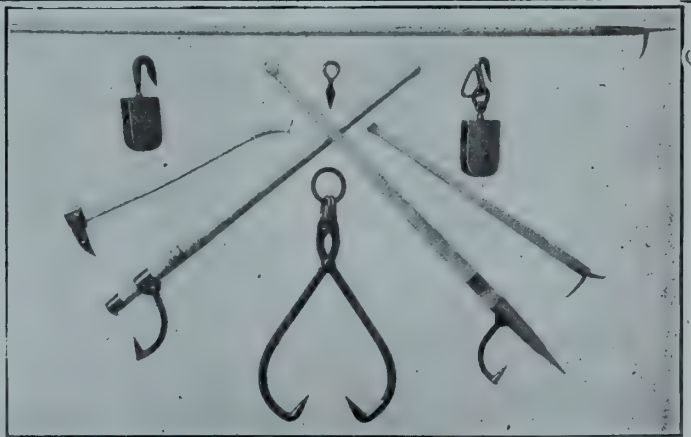


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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

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Goodell-Pratt Co., Greenfield, Mass.
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Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

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Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Western Steel Products, Ltd., Winnipeg.
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Savage Arms Corporation, Utica, N. Y.
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THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HASHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghoiuse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

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LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont
N. Slater Co., Ltd., Hamilton, Ont

METALS, EXPANDED, INGOT, SHEET, TUBE ETC.
A. C. Leslie & Co., Monreal, Que
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

NAME PLATE TRANSFERS
Steel Co of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Colling wood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited. Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
H. Nagle & Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg., Co., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc, Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co, Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SIGN AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL.
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORM DOORS
Ham Bros., Ltd., Brantford, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto

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TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers. Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

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The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
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International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
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Canadian Veneering Co., Acton Vale, Que.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
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The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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B. Greening Wire Co., Limited, Hamilton, Ont.
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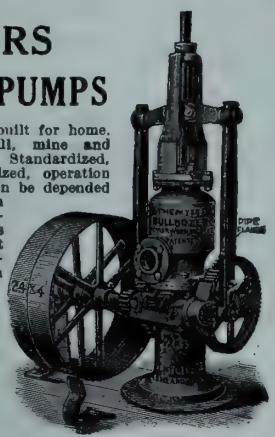
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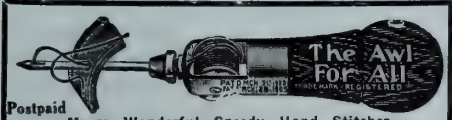
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Everywhere

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MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 41 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA October 14, 1922

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THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

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CROMWELL
AMBASSADOR and
TIPPED
PATTERNS

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ADAM
GROSVENOR
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PATTERNS

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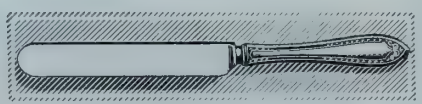
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STANLEY TOOL ASSORTMENTS





Not toys, but Master Craftsmen's Tools of highest quality. Put up in assortments of various numbers to meet the requirements of practically every desire.

Retail list prices of complete line of assortments range from $6.00 to $95.00. Sets of from 5 to 50 tools. In boxes and cabinets of Black Walnut and Mission Stain. A great range to select from.

A window display of Stanley Tool Assortments (with a card suggesting them as "Christmas Presents") will tease people into buying them—will make their hands itch to have them as their very own, whether they are artisans, home-keepers or hobbyists.

Send for Stanley Tool Chest Folder "R-16."

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES SEATTLE

Manufacturers of Wrought Hardware and Carpenters' Tools

A. MACFARLANE & CO., LTD., Coristine Bldg., Montreal, Que.

If interested tear out this page and place with letters to be answered.

—And It Works Just as Well in Winter

"Hatch Garage Outfits" begin to show their real worth and stability, when winter comes.

Ice and snow cannot interfere with the smooth working of these Garage Doors; hangers cannot freeze up or jump the track.

Slamming or sagging of doors is absolutely impossible; at all times they slide easily and conveniently out of the way at the slightest pressure.

In cold weather this quick, easy opening and closing of the garage door is particularly desirable.

Every "Hatch Garage Outfit" is complete; ready for its simple installation. Packed complete in a box, it is easily and quickly handled, thereby cutting sales costs.

There is an attractive profit on this line. Write for catalog, prices and full information.

Hatch Garage Outfit consists of

3 Special Swivel Door Rollers.

3 Paris Special Garage Door Hinges.

3 Stay Rollers (floor guides).

2 Extra Heavy Garage Door Handles.

1 Safety Hasp (for fastening doors outside).

1 Hook and Eye (for hooking back swinging section outside).

Also 22 ft. of track in separate bundles—two 8-ft. and one 6-ft. lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.



Canada Steel Goods Company

LIMITED

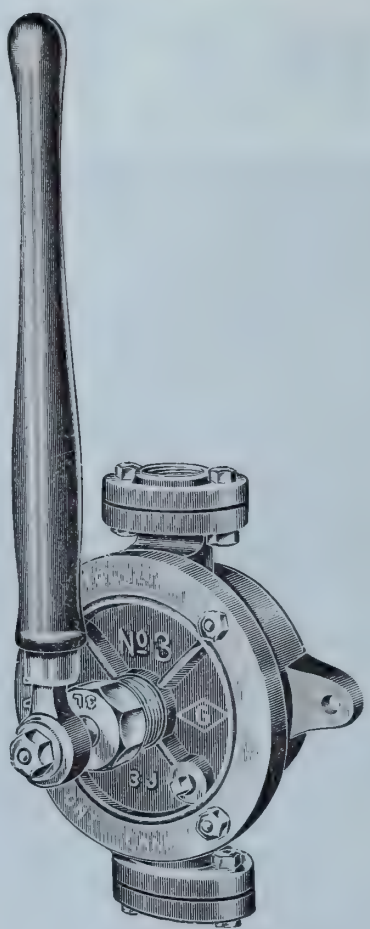
Hamilton - - - - Canada

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CANADA
FOUNDRIES & FORGINGS
LIMITED

Let the Redwing handle it

Special prices for the last two weeks of October



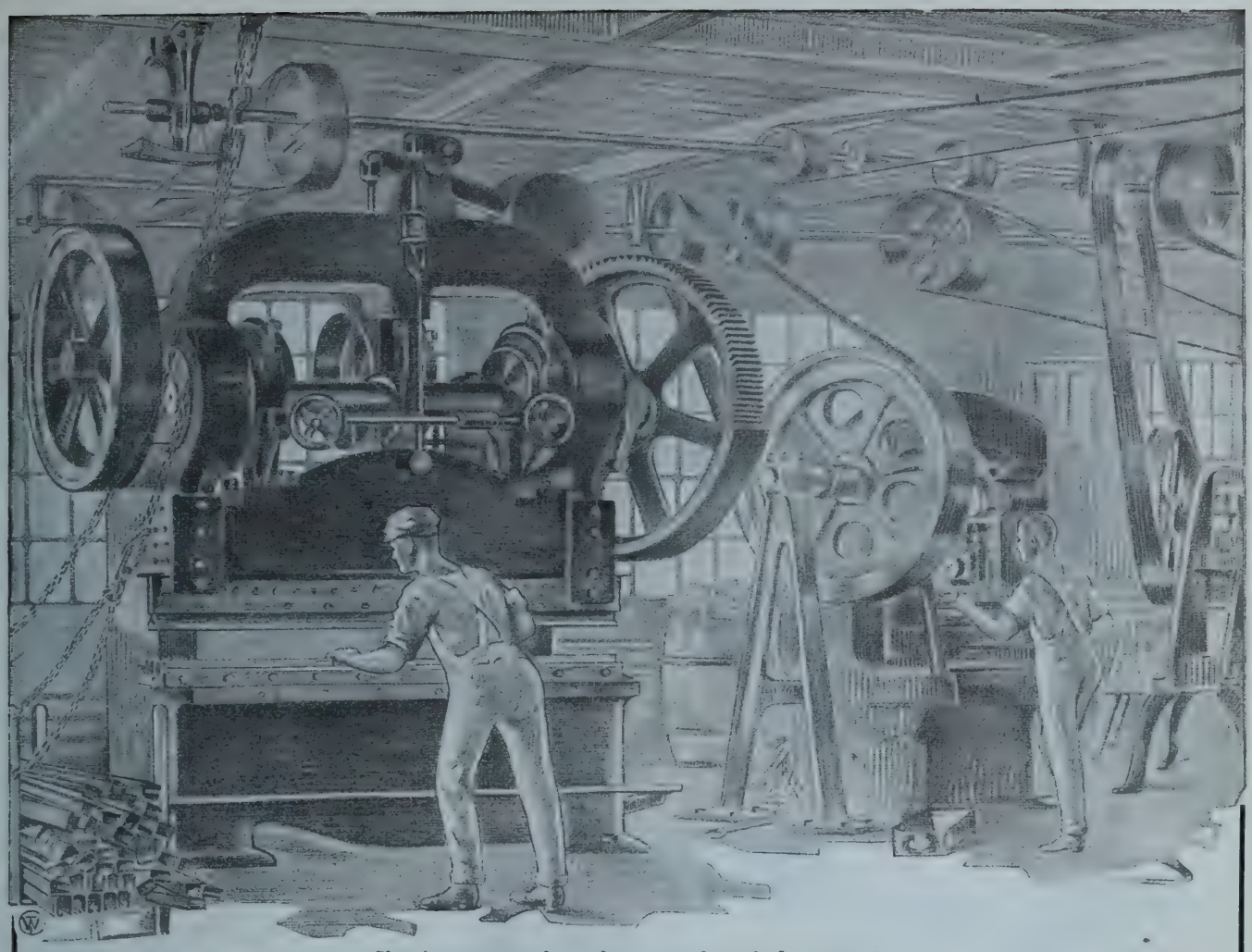
Special prices for the last two weeks of October

JAMES SMART PLANT

BROCKVILLE, CANADA

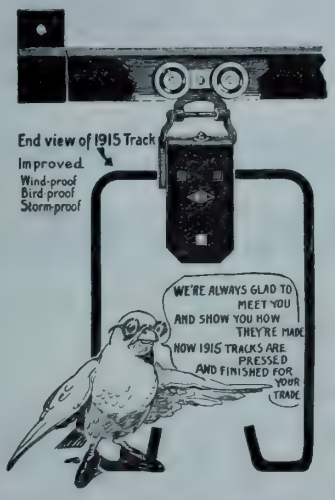
St. John Montreal Toronto Winnipeg Vancouver

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Showing corner of our hanger and track department.

Making 1915 Barn Door Tracks



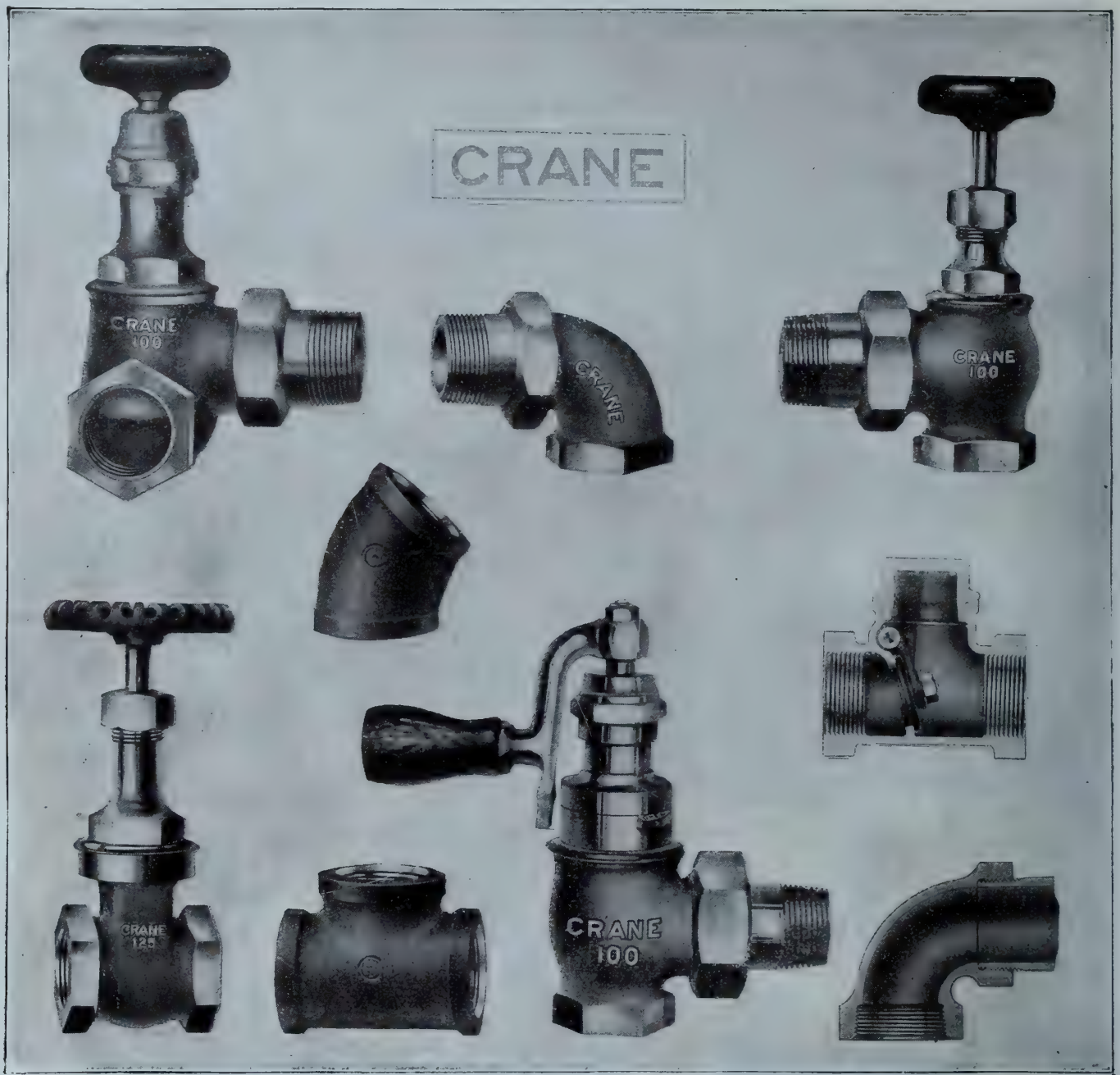
OUR hanger and track department turned out a superior class of pressed goods.

The high quality and finish of our improved, universal, interchangeable 1915 track is drawing particular attention.

N. SLATER CO., Limited, Hamilton, Canada

N. J. Dinnen, Winnipeg.
A. T. Chambers, Vancouver.
H. E. O. Bull, Montreal.
T. Mortimer & Co., Toronto.

If interested tear out this page and place with letters to be answered



CRANE VALVES AND FITTINGS FOR HEATING AND VENTILATING

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST.JOHN,NB.,QUEBEC,SHERBROOKE EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & SHOW ROOMS
386 BEAVER HALL SQUARE
MONTREAL
Works
1280 ST. PATRICK ST.
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

12

If interested tear out this page and place with letters to be answered

Westinghouse

Electric Ranges



Westinghouse Type MH Electric Range

An Idea that has met with success

A certain dealer hit upon a real idea for boosting the sale of Westinghouse Ranges.

He went to the high school, normal school and university in his town and succeeded in placing a Westinghouse Electric Range in each. As the domestic science courses in these institutions taught the latest ideas in cooking, these sales were not difficult.

Each girl who used the electric range soon found that the Westinghouse way was the only way to cook. She naturally told her parents about it.

In a few years when she has a home of her own, she will, of course, want a Westinghouse Range for herself.

Why not use this same idea to stimulate your sales of Westinghouse Ranges?

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER—Bank of Nova Scotia Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave., E.
EDMONTON—211 McLeod Bldg.

CANADIAN WESTINGHOUSE

REPAIR SHOPS:

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.
VANCOUVER 1090 Mainland St.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd Ave. E.

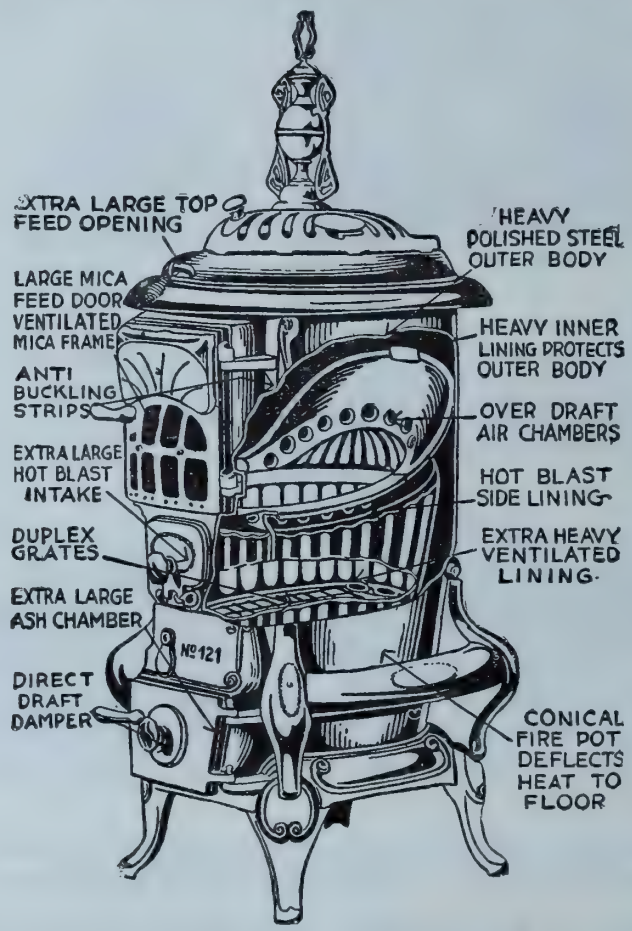
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The Heater That Fills the Waiting Need

Many people in your community are looking for a soft coal heater that is built specially for burning soft coal. You can fill this waiting need to their entire satisfaction and with profit to yourself by selling them

McClary's

SO-HOT AIR BLAST HEATER



Read what the Fuel Engineer of the Government of Province of Alberta says:

"This Stove has been fully tested out, during the past week with the various kinds of Soft Coal, and we have no hesitation in advising you that it has successfully met all the tests we have put it to."

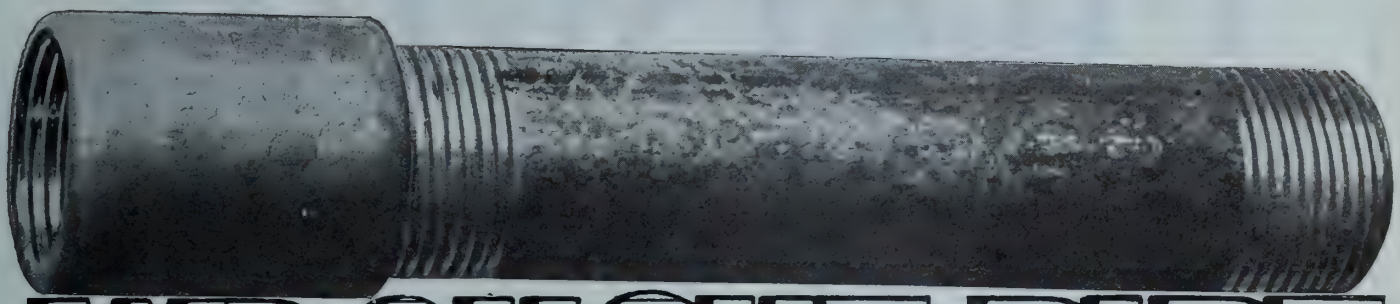
We have circulars on the correct use of soft coal—send to our nearest Branch for a quantity for local distribution.

McClary's

London Hamilton Toronto Montreal St. John, N.B. Vancouver Calgary
Winnipeg Saskatoon Edmonton

If Interested tear out this page and place with letters to be answered

M. R. M. CO.



WROUGHT PIPE

COUPLINGS AND NIPPLES

Do away with experiments when buying wrought pipe. Insist on Pipe that is rigidly tested, specify

M. R. M. PIPE

Each length is tested to withstand a pressure of 600 pounds per square inch.

BLACK and GALVANIZED

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

PILKINGTON
BROTHERS ~ LIMITED
GLASS



The New King Edward Hotel, Toronto.—Glazed With Pilkington Glass.

Through our long course of experience in developing the largest glass business in the British Empire, the quality of our products has been advanced to an unequalled degree. Our processes insure lasting brilliancy and clearness.

Write for quotations and full information.

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered.

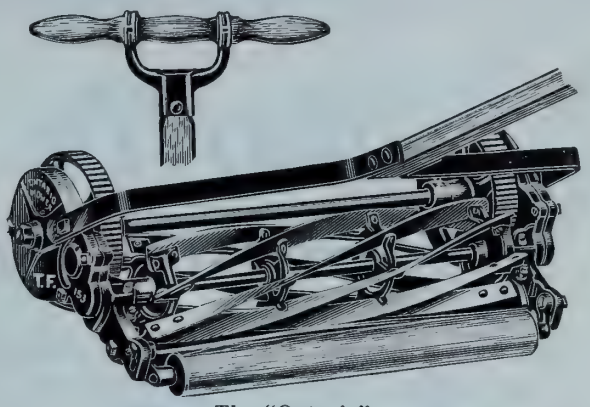
READY!! T. F. MOWERS *for* 1923 BUSINESS



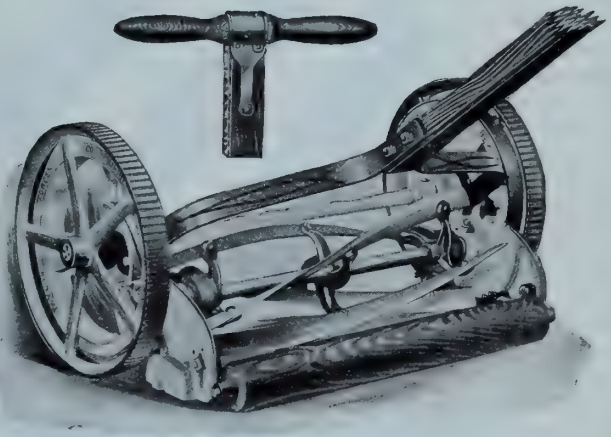
Dominion Lawn Edger and Trimmer

The outlook for 1923 sales of T. F. Mowers warrants quick action.

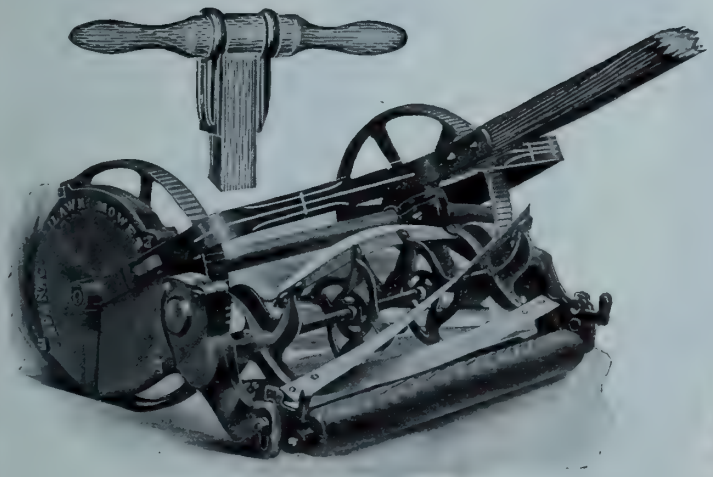
If you want to get in with the first rush of spring orders you should advise your jobber concerning your requirements—**now**. Prices for next spring have been distributed. If your jobber cannot supply you, write us for further details.



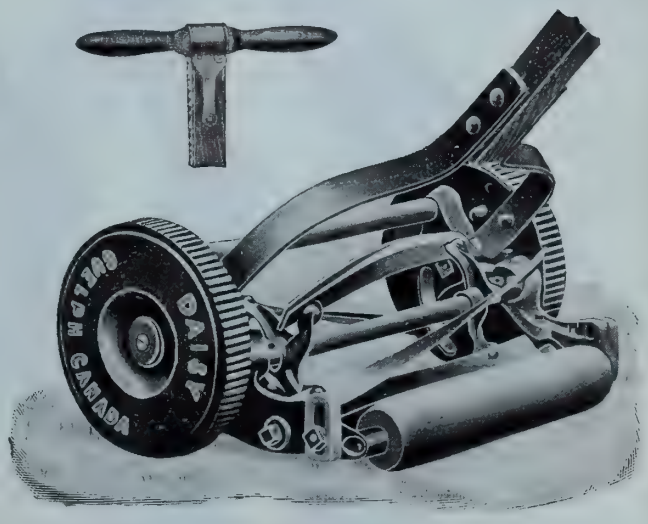
The "Ontario"



The "Empress"



The "Adanac"



The "Daisy"

MANUFACTURED BY

TAYLOR-FORBES Company, Limited

Head Office and Works GUELPH, ONT.

TORONTO
QUEBEC
WINNIPEG

MONTREAL
ST. JOHN
REGINA

VANCOUVER
HALIFAX
CALGARY

If interested tear out this page and place with letters to be answered

Guns to push now!—The most accurate, best built, most widely advertised, and fastest selling small caliber rifles are the

Marlin

.22 Repeating Rifles

You sell .22 caliber rifles! This means profits for you —we are advertising to millions of shooters these features of superiority in all Marlin .22 caliber repeaters:

Side Ejection—we discarded all old style top-ejecting guns 30 years ago; **Standard 24-inch Barrels**—we make no guns with stubby, sawed-off barrels; **Standard Length Buttstocks**—no short length, cheap-looking buttstocks on any Marlin guns; **Ivory Bead Sights are standard equipment!**—they cost extra on any other make; **Ballard Rifling**—that has made Marlin accuracy famous.

All Marlin .22 Repeaters use in the same rifle .22 Short, .22 Long and .22 Long-Rifle Cartridges.



Model 20

Model 38

Model 39

Model No. 20—a modern side-ejecting gun—not an old style, top-ejector. Has the fast-handling slide action, with visible hammer, for the shooters who prefer a visible hammer rifle, and has a full magazine that gives 25 shots at one loading. Standard length barrel and buttstock. Has Marlin accuracy and Ivory Bead sight. Ask about new lower price.

Model No. 38—is the wonderful new slide action Marlin repeater; hammerless, with instantaneous take-down—the cleanest and sweetest little rifle ever made. Has Marlin accuracy and Ivory Bead sight. Made with Round and octagon barrel. Ask about new lower prices.

Model No. 39—made with lever action, is the choice of expert and professional shooters and all others who like to use the lever action in a small game and target rifle as well as in their big game rifles. Side ejection, Marlin accuracy, Ivory Bead sight—the best made .22 rifle in the world! Ask about new lower price.

Send to us to-day for supply of catalogs and other interesting descriptive matter on the complete Marlin line for distribution to your trade.

The Marlin Firearms Corporation

New Haven, Conn., U. S. A.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.
Montreal, Quebec.

If interested tear out this page and place with letters to be answered.

A remarkable combination! Guns that set the pace in design, accuracy and workmanship—and the most widely advertised—sold at new prices that set the pace in fast and profitable sales.

Marlin

Repeating Shotguns

Made with every up-to-date feature and exclusive advantages not found in other shotguns.

Model No. 28, 12 Gauge Hammerless—the gun that won the World's Championship at the Olympic Games. The safest breech-loading shotgun ever built. **Solid Steel Breech**—solid top, side ejection; **barrel matted on top entire length**—a feature that costs $9.00 extra on other makes; **press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; the most practical and convenient **take-down**; quick acting **trigger safety.** This Marlin has better lines and more style than any other similar construction, and is a wonderful gun for ducks, geese, foxes, trap-shooting and all long-range shooting. Ask about new lower price.



Model 28

Model 42

Model 31

Model No. 31, 20 Gauge Hammerless—the only real 20 Gauge repeater—Handles the new powerful duck loads in 2¾-inch shells; also all ordinary 2½-inch loads. **Barrel matted on top entire length**—this desirable feature costs extra on other makes. **Solid Steel Breech**—not a shell of wood; **solid top; side ejection; press-button cartridge release; automatic safety device** for protection against hang-fires; **double extractors** that pull any shell; **quick take-down feature** for convenient cleaning and packing; quick acting trigger safety. There's no other "20" like this gun. Ask about new lower price.

Model No. 42, 12 Gauge Visible Hammer—A quick handling, hard-hitting, long-range gun—it makes kills far beyond the range of the average 12 gauge gun. **Solid top receiver;** closed-in breech-bolt that sheds all the rain, snow and sleet of good wildfowling weather; **side ejection**—ejected shells do not cross the line of sight; **double extractors; improved automatic safety device** that guards against hang-fires and defective cartridges; **chambered to handle 2¾ and 2⅝-inch shells; compensating device**—barrel always fits up tight on receiver. Has **matted barrel**—the matted barrel alone costs $9.00 extra on other guns. Ask about new lower price.

Send now for latest trade price-list, catalog and sales helps. Get your name on our mailing list. Order from any jobber.

Canadian Sales Representatives:
Dominion Cartridge Co., Ltd.
Montreal, Quebec.

Your Jobber can supply you—Order from him today!

The Marlin Firearms Corporation

New Haven, Conn., U. S. A.

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Combination
Bread and Cake Boxes
(Enameled)

THESE handsome Bread and Cake Boxes can be supplied singly or in combination sets as shown. They are very attractively Japanned in either pure white or French grey. The roller cover is a very handy feature, fits snug and takes up no room. Cake Box below is roomy and sized conveniently.



White enameled knobs, gilt lettering, strong wire handles at side. Dimensions 19 inches long by 12 inches deep by 13 inches high.

Full particulars on request.

In addition to our general Catalogue, we shall be glad to supply literature on:

STOVES	ENAMEL WARE
RANGES	JAPANNED WARE
WIRE GOODS	MILK CANS
STEEL CASTINGS	GALVANIZING

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: Montreal

Branches:
Toronto Winnipeg
Calgary Vancouver

DAVIDSON

Steel Foundry Division:
Turcot, Que.

If Interested tear out this page and place with letters to be answered

DOMSTEEL

NAIL KEGS

will stand abuse

Drop them–Bump them–

give them any kind of abuse you can think of. You will find that "Domsteel" Nail Kegs withstand the roughest kind of handling in transportation—in the warehouse or in the store. There is no danger of their breaking open and spilling the contents.

It's the steel cleat and rim that give "Domsteel" Nail Kegs their added strength. Just a little feature developed by "Domsteel" to improve the handling and stocking of nails—a feature which all hardware dealers will appreciate. Specify "Domsteel"—the perfect nails in the perfect kegs.

A Perfect Nail and a Perfect Keg

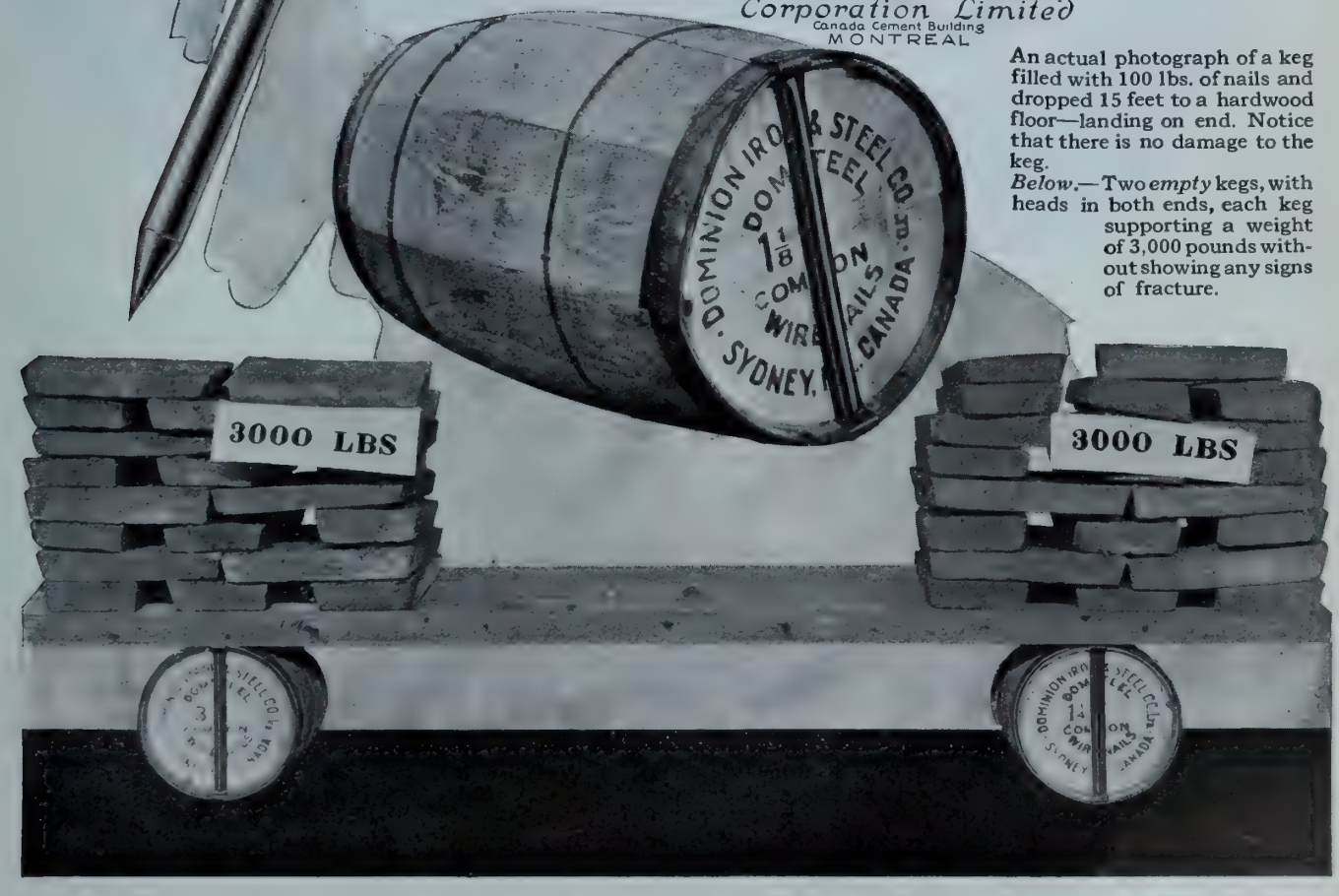
Stocked at Sydney, St. John, Montreal, and ready for immediate shipment.

DOMINION IRON & STEEL COMPANY, LIMITED

Controlled by

British Empire STEEL Corporation Limited

Canada Cement Building
MONTREAL

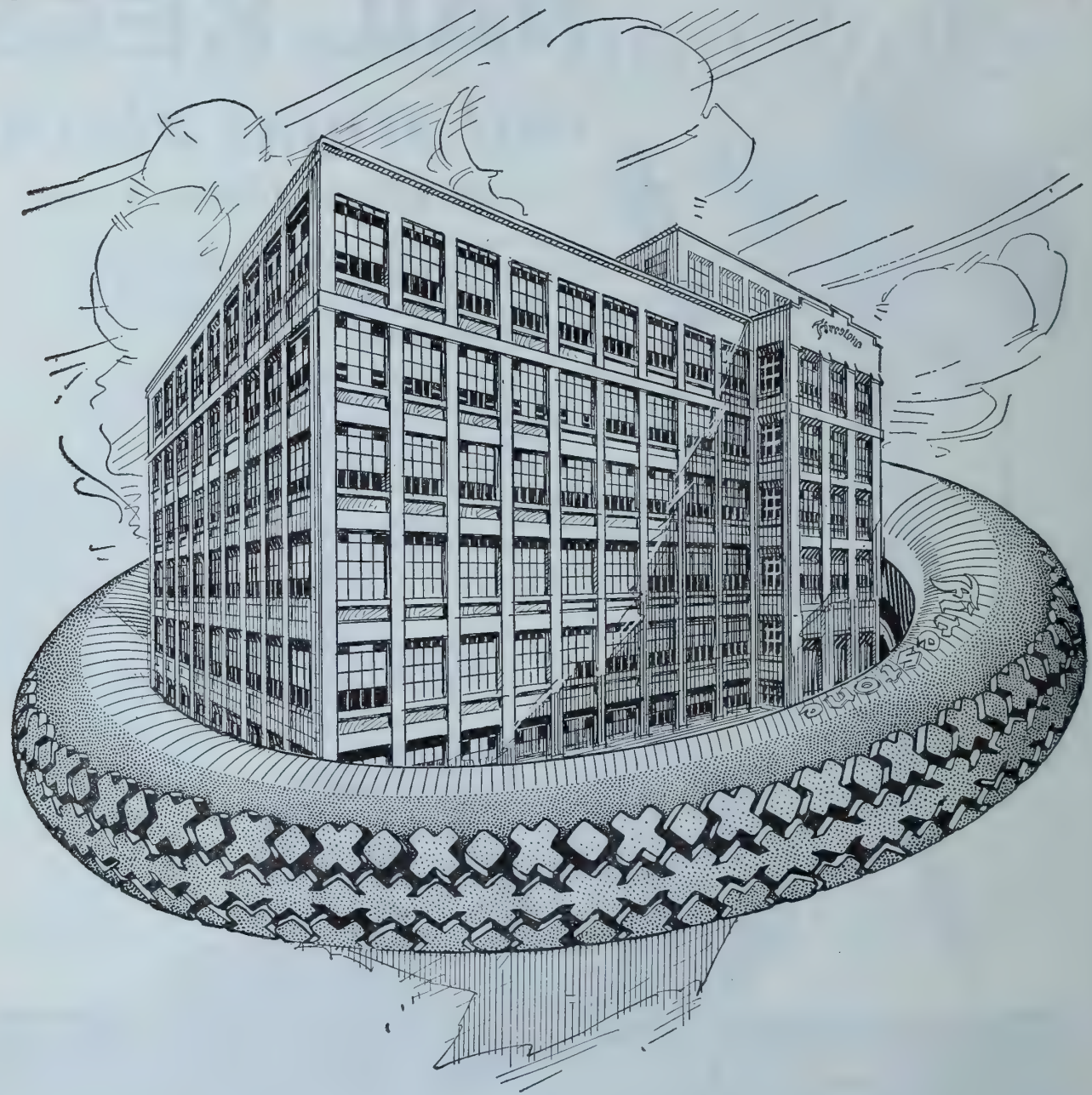


An actual photograph of a keg filled with 100 lbs. of nails and dropped 15 feet to a hardwood floor—landing on end. Notice that there is no damage to the keg.

Below.—Two *empty* kegs, with heads in both ends, each keg supporting a weight of 3,000 pounds without showing any signs of fracture.

If interested tear out this page and place with letters to be answered.

Canadas Most Modern Tire Plant



Firestone

A Monument to Canadian Industrial Accomplishment

The new Firestone plant at Hamilton, Ontario, is now in operation.

The factory itself with its last-minute equipment and efficient devices is a monument to what Canada can accomplish in the industrial field. The imposing building with its 155,000 square feet of floor space is constructed of Canadian materials. The machinery comes from Canadian makers. Workmen and executives themselves are Canadians.

Firestone Tires are truly a national product. Canadian manufacturers are supplying fabrics and pigments. Rubber comes to Canada direct from Singapore. Firestone Tires as manufactured in Canada to-day are complete confirmation of our country's industrial independence. Increased manufacturing facilities also mean that Firestone quality is now available at prices no higher than those asked for ordinary tires.

Ask your Firestone distributor for the latest merchandising plan and price schedule for these tires or write us direct.

FIRESTONE TIRE & RUBBER COMPANY *of* CANADA, LIMITED

HAMILTON :: :: ONTARIO

CORD TIRES

Black Diamond Files *for keenness*

Black Diamond Files are keen cutting and finely tempered. Skilled workers prefer them for their dependability and long life. Black Diamond File users accept no other kind.

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND



For the Auto Mechanic

Starrett Tools are indispensable in the modern service station. Next time a mechanic comes in—show him the Starrett Lock-Joint Calipers 38 and 39 (inside and outside). He'll appreciate their usefulness.

The supplement to Catalog No. 22 "M.A." has several new Starrett Tools for the auto mechanic. Sent free on request.



38 39

The Starrett Lock-Joint Calipers are a great improvement over the old-style calipers. They can be instantly adjusted to their full extent and as quickly locked firm in the joint. Adjustment particularly sensitive.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Starrett Tools

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PLYMOUTH ROPE ECONOMIES

PLYMOUTH Rope can be purchased at prices that insure unequaled economies in rope expense as compared with inferior grades of rope which are being offered on the market at lower prices.

For nearly 100 years Plymouth has been the recognized quality rope. No rope has ever surpassed it in these three essentials:

Quality of Raw Material
Expert Workmanship
Knowledge of Rope Construction

Place your Plymouth Rope order for Spring shipment with your jobber now.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS. WELLAND, CAN.

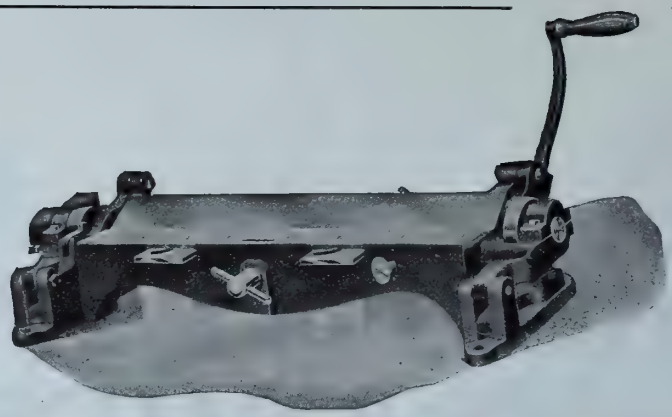
INDEPENDENT CORDAGE CO., Ltd.
TORONTO, CANADA *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Since 1916 all Plymouth Rope ⅛" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope

5-122

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BAR FOLDING MACHINE

No tinsmith can do his work properly without a bar folder, commonly called a tin folder.

It is used for the purpose of binding or folding the edges of sheets at various angles, turning flanges on straight sheets, etc. Also for rounding the edges when a wire is to be inserted.

We make all kinds of tinsmiths' tools and machinery.

Write for illustrated catalogue.

The Brown, Boggs Company, Limited

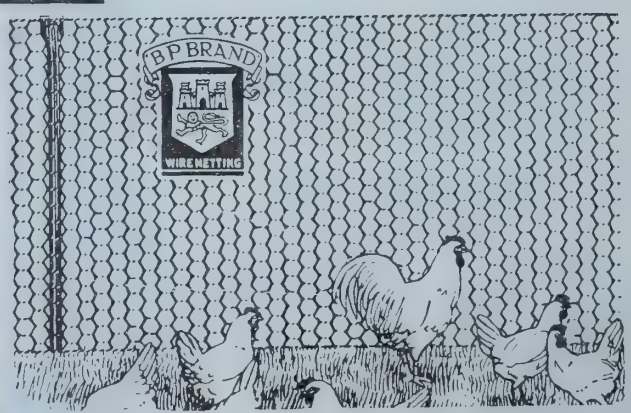
B B Co Ltd

Toronto :
A. B. WALKER,
Holbrook Bldg.

Winnipeg :
BISSETT & WEBB
Limited

B.P. BRAND WIRE NETTING

B.P. Brand Chicken Netting



Britain's Premier Brand Wire Netting is known and used throughout the world, and is of guaranteed quality and reliability, Made on inproved looms and

HEAVILY GALVANIZED AFTER WEAVING

Length and width of each roll, and gauge of wire true to specifications. Supplied in every variety of mesh from ⅜ inch to 4 inch.

Prompt shipments a feature. No order too large. Be sure to specify "B.P." Brand.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

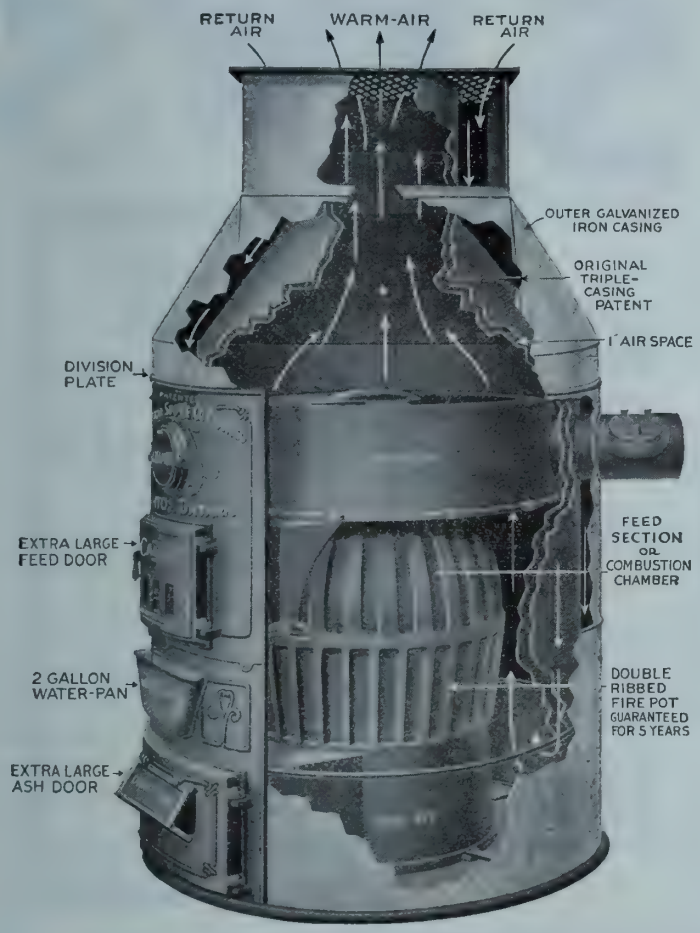
CODES USED: A.B.C. (5th Edn.), Bentley's (preferred), Marconi, and 2nd Private.

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"By selling the Caloric we sell quality and make a fair profit. Have installed about 100, with 100% satisfaction to users."

THE HYSLOP HARDWARE CO.
New Westminster, B.C.

There are successful Caloric dealers in every province. Write for references.



Caloric dealers are making money.

That's the big reason why you should sell Calorics. Get into this profitable business **now.**

The CaloriC is the one distinct advancement in modern heating science—the heating system that is above competition — that imitators, strive as they may, have not been able to duplicate.

CaloriC patents are fundamental to successful pipeless heating—their practical superiority proven in more than 135,000 buildings in which the CaloriC is in use.

Hundreds of dealers who never in their lives had anything to do with heating plants have made big successes from the start with the CaloriC. Many have made independent fortunes. Why not you? The field is open—the profits generous.

Write to-day for details of the CaloriC dealer proposition; it may mean the start of the biggest business success of your life.

The Monitor Stove Co., Limited

9 Richmond St. E. Toronto

FACTORY AT ST. GEORGE

Miller-Morse Hardware Co., Ltd.
"THE BIG WINNIPEG HOUSE"
Distributors for Western Canada

CALORICS

PIPELESS

SYSTEM OF CIRCULATING HEAT

"Lively and Lasting"

RELIABLE

TRADE MARK

RELIABLE CANADIAN PRODUCTS

FLASHLIGHTS & BATTERIES

Strength



This padlock is a symbol of strength and service.

You sell **"Canada"** and **"Victory"** padlocks on the strength of our guarantee that they give satisfaction to your customers.

"CANADA" and "VICTORY"

padlocks are the best.

Order from your Jobber

C. O. CLARK & BRO.

Montreal, Que.

SAWS

SIMONDS CANADA SAW CO.

Limited

"The Saw Makers"

Montreal, Que.

St. John, N.B. Vancouver, B.C.

Men who use Cross-Cut Saws know the quality and efficiency of Simonds Crescent-Ground Saws. They buy by the name and that is why dealers carry this nationally known line.

Write for catalog and discounts.

SIMONDS

The Everlasting Veneer Toilet Seats



This is the strongest and cleanest toilet seat made. There are no cracks —made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.

These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.

Have you written for our prices?

CANADIAN VENEERING CO., INC.

ACTON VALE, QUE.

DOG CHAIN ASSORTMENT



All dog owners within trading distance of your store are live prospects for Dog Chains and will sooner or later buy them if you will keep our attractive display hanger in sight.

These dog chains are strong, handy and good looking, and have many advantages. They come in a variety of styles to suit the fancy of the purchaser, and a variety of thicknesses and lengths for various size dogs.

They have a high tensile strength and are finished in bright or nickel plate finish. The convenient grip as well as the chain itself present a smooth even surface to the most delicate hand and explains why our Dog Chains are so popular with the ladies.

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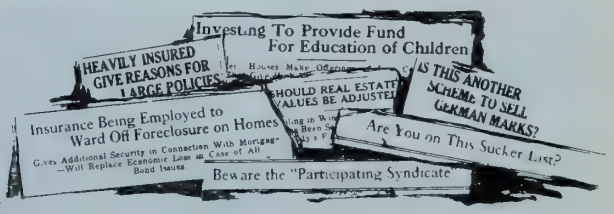
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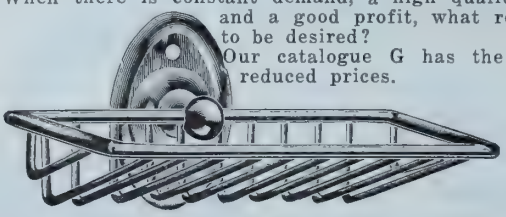
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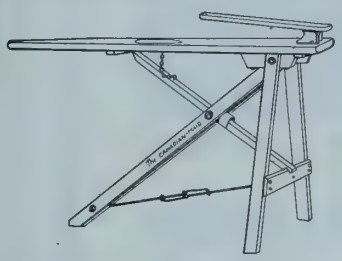
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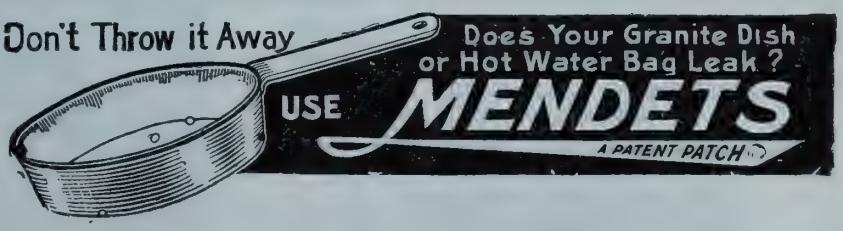
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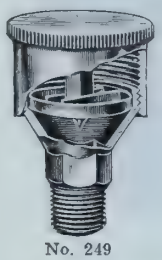
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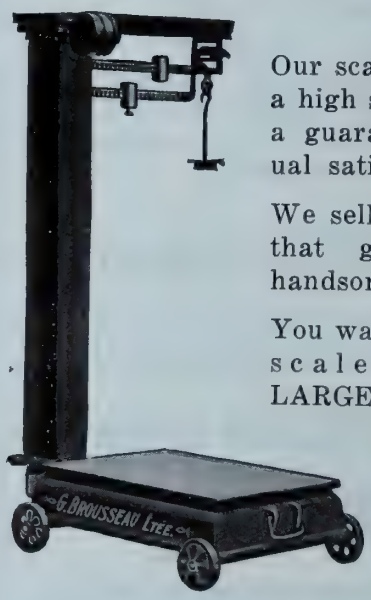
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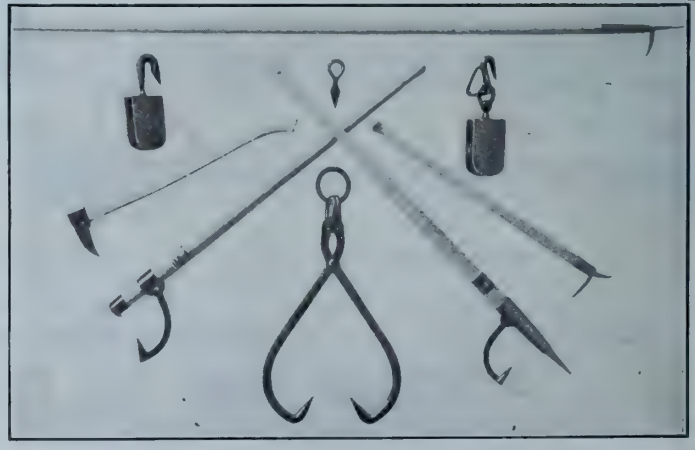
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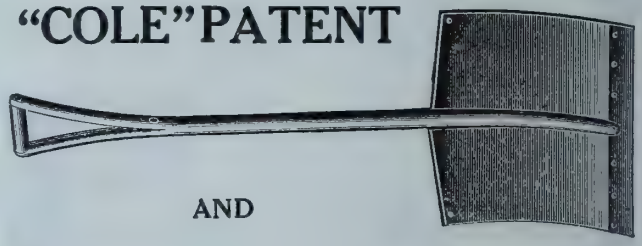
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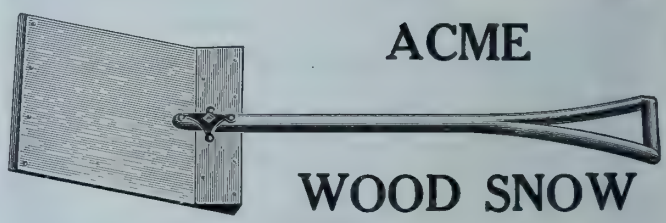
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"COLE" PATENT



AND

ACME



WOOD SNOW SHOVELS

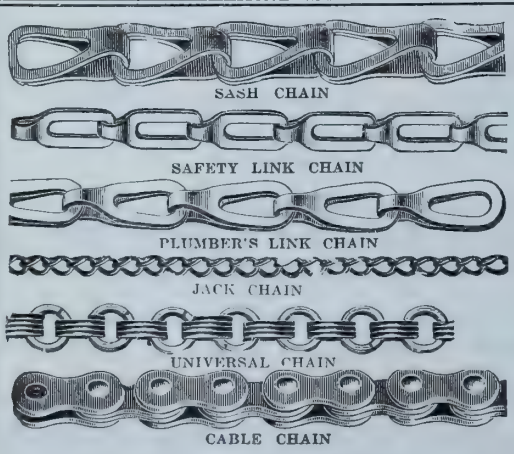
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In the Acme shovel lightness and strength are so combined as to give a most serviceable shovel for all uses. Steel tips and wood D handles, blades of basswood and finished in varnish.

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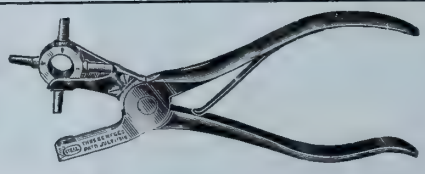
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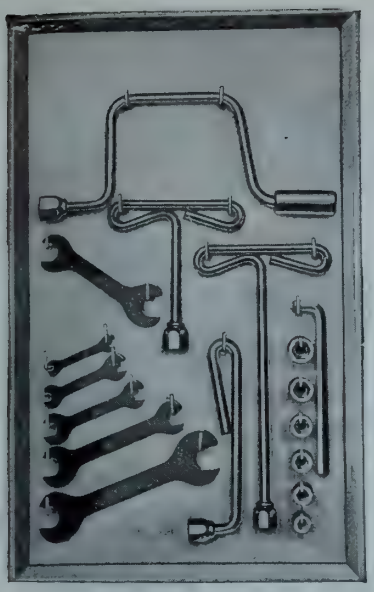
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Semco Revolving Punch

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"ORIGINATORS OF SASH CHAINS"
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Let us co-operate with you in selling Wrenches.

Send to-day for our stock orders "G" & "H" — then we will send you two Display Boards "G" & "H" — they show Socket and Flat Wrenches in various styles.

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You will be pleased with these Wrenches and so will your customers.

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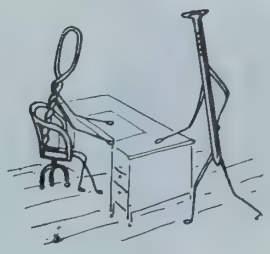
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"Now the high-quality Laidlaw nails are always properly packed—a good product that appeals to good hardwaremen."

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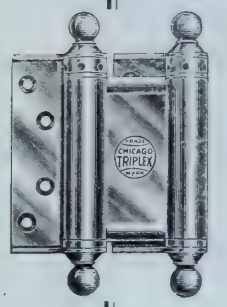
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The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Send For Catalog M36



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SPRING HINGES

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You can safely stake your reputation on its quality and performance. It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

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CHICAGO NEW YORK

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"A Money Maker"
"A Time Saver"



SELLING POINTS IN THE *Trans-Canada*

No cotter pins to tear the boy's clothes, outside of wheel is flush.
One-piece malleable unbreakable wheel.
Box all solid oak.
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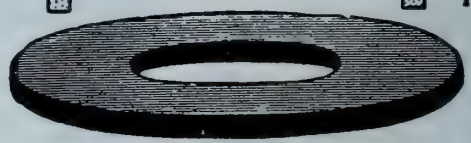
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Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



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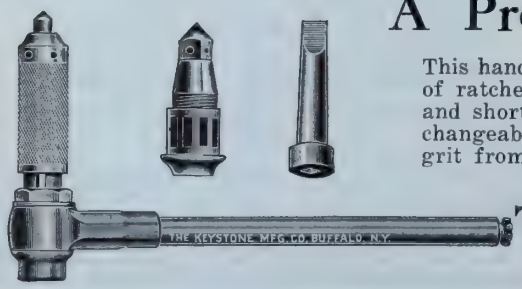
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Keystone Reversible Ratchet

Combination No. 200

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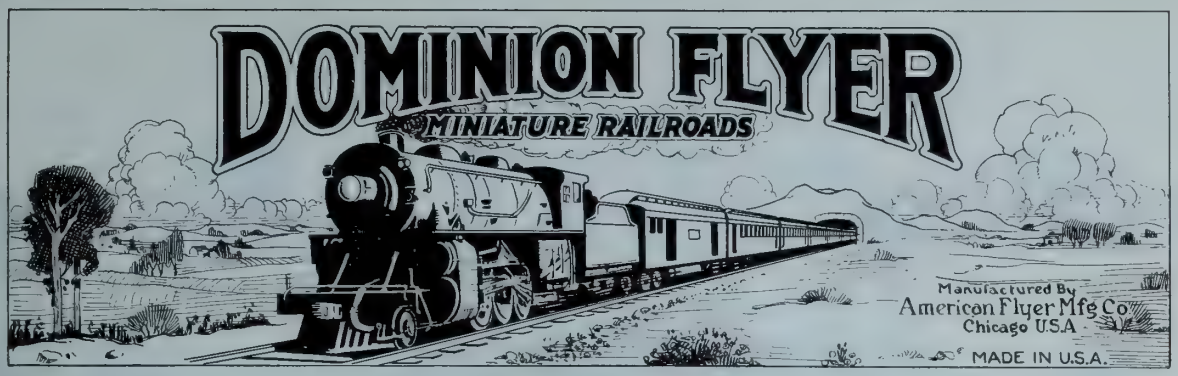


This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

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The Keystone Mfg. Company
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Featuring ELECTRIC Trains

"Dominion Flyer" Electric Trains are made in different styles and combinations so that a dealer can supply all demands—from the lowest price to the most elaborate outfits—from a stock of *"Dominion Flyer"* Electrics.

And remember, a large factory and a responsible manufacturing organization stands back of *"Dominion Flyers"* —both Electric and Mechanical, so that if anything should go wrong we are here to make it right.

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BARNES CANADIAN SPRINGS
STEEL
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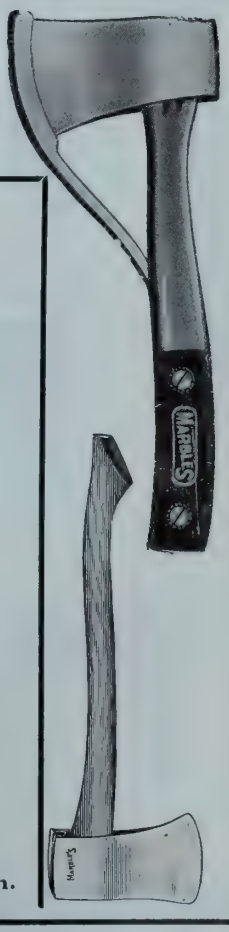
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We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".







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MARBLE'S

Outing Equipment

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Marble Arms & Mfg. Co.

5350 Delta Ave. Gladstone, Mich.

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WOSTENHOLM'S
Stainless I-XL Knives

ARE the most popular, as well as the most practical gifts. They bring customers into your store—and cash sales and real profits are the result.

Feature the right knives, at the right time—right now. We urge every dealer to see that his salesmen have them to offer right when required. You can get immediate deliveries from any of the leading jobbers anywhere in Canada—and all carry complete assortments.

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Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. OCTOBER 14, 1922 No. 41

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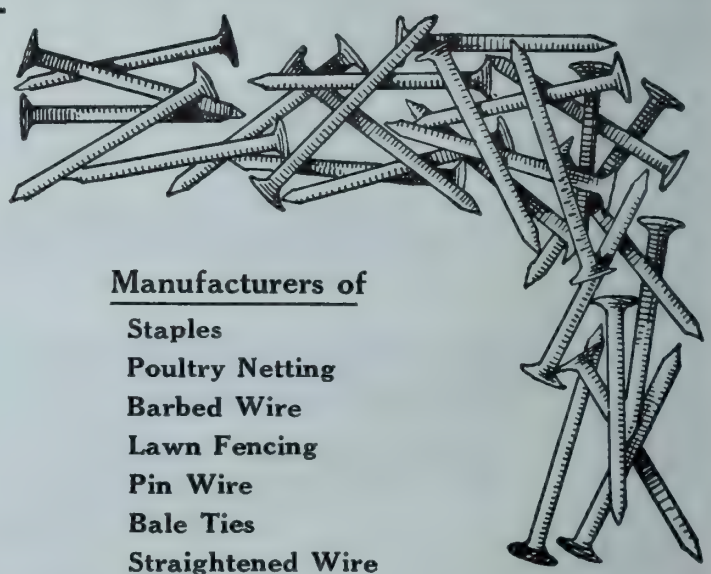
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Wholesale Hardware Merchants are Optimistic on Outlook for Business

Annual Meeting of Canadian Wholesale Hardware Ass'n. in Montreal Characterized by Expressions of Optimism by Wholesalers and Guests—Former Minister of Finance Says the "Corner Has Been Definitely Turned"—May Be Lower Tax Burdens—Canada's Position Rapidly Improving

ONE OF the most important matters discussed at the annual meeting of the Canadian Wholesale Hardware Association held in Montreal, was the question of taxation. The application of the Sales Tax came in for considerable comment and addresses were given by different manufacturers on the subject. A number of manufacturers were also asked to give their views regarding the manufacturer absorbing the Sales Tax on goods sold to the jobbers. There appeared to be a very wide difference of opinion as to the best method, some of the manufacturers taking the view that they could not absorb the tax while others who are absorbing this tax at the present time intimated that this could not continue. It was quite evident from the discussion that the matter is a serious one and important from both the standpoint of the manufacturer and wholesaler who in most cases has a very large turnover with a very narrow margin of profit.

There appeared to be a general feeling among the manufacturers and wholesalers present, that business conditions have improved greatly and that continued improvement will be shown from now on.

At the big annual banquet, wholesalers, manufacturers and agents laid aside their business worries and spent a most enjoyable envening. Plenty of good food and refreshments, music and song, together with the speeches of the guests and members of the association, combined to make the evening a most delightful one. T. M. Birkett, President of the Canadian Wholesale Hardware Association who was re-elected for a second term, occupied the chair. Mr. Birkett's opening remarks were as follows:



T. M. BIRKETT

of Thos. Birkett and Son, Ottawa, re-elected president of the Canadian Wholesale Hardware Association for a second term. He was chairman of the annual banquet.

Speech by Thomas Birkett, Ottawa

"Gentlemen: We have in the last few years passed through a very stringent time, but I think that the dark clouds are now behind us, and I am going to make a guess that the jobbers at last, with the help and aid of the different manufacturers, are going to break even this year.

"We cannot help but regret very much the trouble which has developed in the Near East, and we sincerely hope that it will not develop to the extent of another war, and I think that the conditions could have been improved upon by the different powerful nations, if they had all had the backbone of the man whom I consider the greatest man, and whom I consider the greatest in history to-day. I refer to Mr. Lloyd George.

"As business men, should this trouble materialize we are bound to feel it, but I feel sure and I have a sincere hope that Mr. Lloyd George will be successful in showing all the other powers that he was not born yesterday, but has lived for many years and will live to see his efforts crowned.

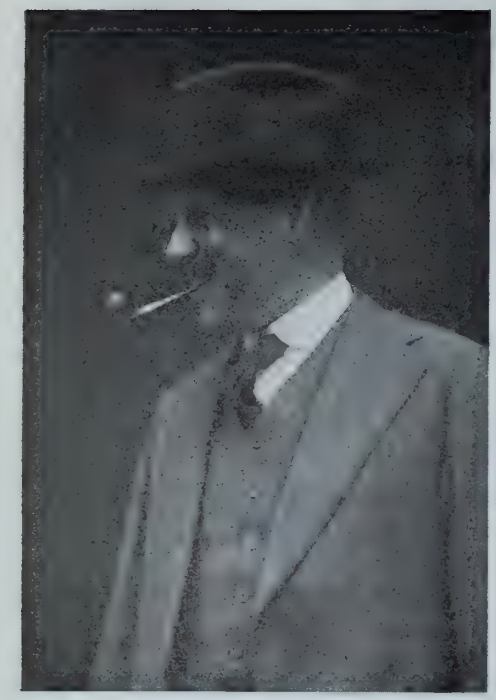
"In attending the Rotary luncheon held in this hotel I was impressed by the remark of the chairman. He stated with all sincerity and with all truth that no matter what government was in power in Canada, if our boys choose to go to the help of the Mother Country and the government did not send them that party would not exist. I wish to convey from the members of the Wholesale Hardware Association the hope you will all have a very pleasant and most enjoyable evening."

Sir Henry Drayton Guest of Honor

The Guest of Honor was Sir Henry Drayton, former Minister of Finance

"Can a Man be a Christian in the Paint and Varnish Business?"

Read article on pages 56 and 58



SIR HENRY DRAYTON

former Minister of Finance and former Chairman of the Dominion Railway Board, who was the guest of honor at the annual banquet of the Canadian Wholesale Hardware Association. He gave interesting statistics bearing out the optimistic views expressed regarding the future.

and former Chairman of the Railway Board, whose name was linked up with the Toast of Canada, earlier in the evening. Sir Henry expressed most optimistic views regarding the future outlook and quoted some interesting figures supporting his views.

Chairman Birkett in introducing Sir Henry Drayton referred to him as a real fellow, and added that we all think we are pretty good fellows.

"I am not an orator so I now ask you to fill your glasses and drink a toast to 'Canada,' the Dominion of all Dominions.

"Now Gentlemen, the gentleman that I have referred to as a good fellow awhile ago I now have pleasure in introducing to you, Sir Henry Drayton."

Sir Henry Drayton Predicts Good Times

"Mr. Chairman and Gentlemen: The first thing I want to do is to thank you for the kind and gracious way in which you have received me. You know there are many compensations in this world of ups and downs. Of all the ups and downs I think the downs have it. There is a lot in the way you look at things after all.

"It is a great honour to me to have my name coupled with that of Canada. Canada is well on the march. We were well turned the corner last October, well turned the corner commercially, industrially and every other way. As the chairman points out you will do better this year, you will do a great deal better this year. I know that business is picking up, I know that there are several reasons for business to pick up; it should pick up in this country.

"You all know what Canada did between 1914 and now. You know what we had left in Canada after that exacting struggle. In 1913 Canada occupied the twelfth place in the list of exporting nations. There are a great deal more than twelve countries, there are a great many more than twelve older countries, there are more than twelve who are more experienced. In that year, 1913, as I say, we were twelfth in the list of exporting countries and our exports amounted to $335,000,000. The war is over and the country is on a peace footing, and at the end of the statistical year 1921, the increase in our exports was over $700,000,000, an increase of 214 per cent. I wonder if we ever properly realize what there is behind Canada, its wonderful resources and opportunities. The significant thing is that Canada advanced from twelfth position to that of sixth and that is where we stand to-day. We have a very magnificent record.

Big Increase in Farming

"You are very interested and justly indeed in the welfare of your country. You are interested in the welfare of agriculture and the extremely sudden drop in the price of farm products, but the thing above all others that makes us so sure of Canada is that in the year 1912 we had 35,000,000 acres devoted to farm crops and in 1921 we had 59,000,000 acres devoted to farming, an increase of approximately 59 per cent. during that war period. Think what this increase means, and so it is to-day our farmers can boast of 24,000,00 more acres of farm crops than previous to the war.

"Good times will come. Don't you think if any country deserves good times Canada deserves them? It is pretty bad for any man to live to himself, or any nation to live by itself, to the contrary a nation that is not living for itself but in the cause of civilization and humanity should deserve good times. Those times are here if we only have confidence and faith in one another.

"Let us see what we are doing this year. This year we have the largest wheat crop since 1915, and we have the largest oat crop this country has ever been able to produce. Take the rail-

OFFICERS OF CANADIAN WHOLESALE HARDWARE ASS'N. FOR 1922-23

President, T. M. Birkett, Thos. Birkett & Sons, Ottawa, Ont., (re-elected); Vice-President, S. Rae, D. H. Howden & Co., London, Ont., (re-elected); Secretary-Treasurer James Hardy, James Hardy & Son, Toronto.

Executive Committee.—Geo. C. Davis, Frothingham & Workman Ltd., Montreal; Geo. W. Murphy, J. S. Mitchell & Co., Sherbrooke, Que.; Hector Prudhomme, A. Prudhomme & Fils Ltd., Montreal; J. McD. Wilson, Chinic Hardware Co., Quebec; A. J. Teakle, Herman Young Co., Quebec.



C. C. BALLANTYNE

former Minister of Marine and Fisheries, who was a speaker at the banquet of the Canadian Wholesale Hardware Association in Montreal.



SIMON RAE

of D. H. Howden & Co., London, Ont., who was re-elected Vice-President of the Canadian Wholesale Hardware Association for 1922-23.

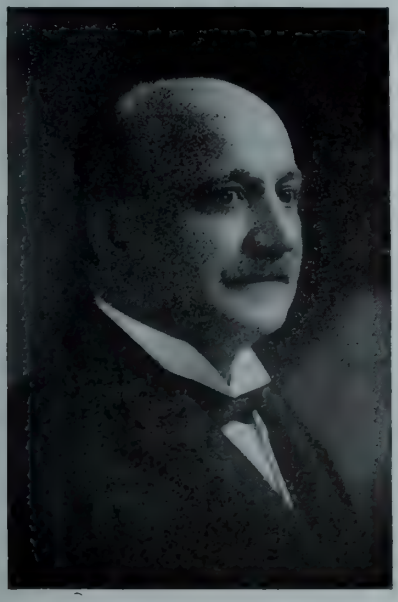
roads, the latest available figures are for the period ending the 29th of last month. Last year down to the same day the C. P. R. loaded 15,157 cars and this year this system has loaded 22,555 cars. You have an increase over slightly 700 cars or almost 50 per cent. The National lines loaded 13,579 cars and this year they loaded 19,672 cars, an increase of almost 50 per cent. Now gentlemen, the barometer looks fair, all signs point to good conditions for Canada.

Meeting Financial Burdens

"You noticed the other day the refunding loan of $178,000,000 has been made a success. I would expect it to be a great success, and it should be a great success. Only the other day the Treasury of the United States asked for tenders for $200,000,000 of their certificates to run for a year. They offered them at 3¾ per cent. They received offers amounting to $579,000,000.

"With Canadian obligations carrying interest at the rate of 5½ per cent., and with one month's bonus thrown in, the loan should be a great success, and Dominion finances easier.

"They used to say many things to me, make all kinds of complaints about taxation. Well, the country needed the money. The taxation was necessary, and my successor needs more money than I did. I have a confession to make. When things were as bad as they were and all inventories were disappearing the nation's income shrunk the same as yours did. It was not an uncommon thing for customs revenues to go down $10,000,000 in ten days. Fortunes were written down by reduced valuations of inventories. It was my place and duty to raise all the money I could raise without injuring



ALEX. PRUDHOMME

of A. Prudhomme and Fils, Montreal, who emphasized the need of immigration in his address at the annual banquet of the Canadian Wholesale Hardware Association.



JAMES HARDY

secretary of the Canadian Wholesale Hardware Association, whose efforts on behalf of the organization over a term of years were much appreciated, according to the ovation extended him at the annual banquet.

the carrying on of mercantile businesses. Our country's business must come first. I overlooked some methods of taxation my successor has applied, the tax on drafts for instance (laughter). I had originally drafted a tax of .02 on cheques and drafts, but finally decided not to include drafts. You now have drafts included and by the way have you noticed that many of your customers who formerly paid by cheque are asking you to issue drafts? (laughter).

Revenues Are Increasing

"We had already turned the corner last October in our revenues, and our revenues are increasing, not only that, but expenses are on the down grade. They will have to come down, they cannot go up. During the war things had to be done, but they have been finished and substantial savings have been made in many departments. One thing above all that is going to make our own finances more sound than ever, and to reduce taxation is the railway situation.

"It is true we are going on to-day with a heavy overhead, but I am going to let you into a little bit of household bookkeeping. On the last day of last month a year ago we had disbursed $79,000,000, while for the corresponding period this year we have only disbursed $20,000 000, and this means the saving of further expenditures, so don't you get the feeling that there is no good in keeping on in business or in piling up reserves. I know the Minister of Finance is going to have pleasant surprises for you in his next Budget, that your tax burden will be lightened and you will be enabled to retain a larger portion of your profits. One thing more I can refer to. Once upon a time it was politic to say Canada was prosperous. To-day Canada is prosperous and the corner was turned last October.

The European Situation

"I am not referring to anything political but we have all been thinking of the situation in Europe. We have been thinking of things that have happened, of the possibility of things to come, we have been thinking of our national self-respect. But there is one thing above all others I know we have been thinking of, and that is the freedom of those seas, so justly important to common civilization. Possibly of all the prizes of the great war is the knowledge that from henceforth there will be no danger or improper use of the Dardanelles. There is another thought, that above all nations that seem specially charged to-day with the duty, perhaps not charged, but perhaps taking that duty of trying to see that the world is kept safe, of trying to see that war shall cease and that nation is our own Mother Country. That little Island to which the world owes so much is still unselfishly on the job.

"She has done perhaps more than any other nation has done, having spent the lives of her best, and also her millions, she is still standing first for the sake of our common humanity, Christianity and civilization. Our hearts have gone out to her, and in the confidence that Great Britain seeks no selfish aim or no selfish war. The wars of conquest are past, but there is still room to strike a blow for the weak and the helpless, and Great Britain will find her children where they always were."

C. C. Ballantyne is Optimistic

C. C. Ballantyne, former Minister of Marine and Fisheries, introduced by Chairman Birkett, also expressed ex-



S. H. ALEXANDER

of Wood, Alexander and James, Hamilton, Ont., who spoke at the annual banquet of the Canadian Wholesale Hardware Association in Montreal.

ceedingly optimistic views regarding the future. His address was as follows:—

"President and Gentlemen: I certainly feel very much at home around this festive board to-night. I see many old business associates with whom I have done business for thirty years or more. I thank you for having invited me here to-night. I also wish to take advantage of this opportunity of offering my congratulations to you, Mr. President, as chairman of the Wholesale Hardware Association. I also congratulate you on the wisdom of your selection of the principal speaker of this evening.

"It would seem that it is ten years or more since I have been a guest here, but it is my fault, as I have been honored with an invitation to be your guest whenever you have held your annual banquet. However, I was called upon some five years ago to prepare for other duties for which I was not accustomed to and I went prepared to do my bit.

"I have greatly enjoyed your hospitality, the liquids and your excellent songs. Now just another word in reference to the ups and downs referred to by Sir Henry Drayton. I am also among the 'downs.' Nevertheless it has brought happiness in its wake for I am once more attending to business. In business we have attached a great deal of importance to our turnovers. I concur fully in all Sir Henry has said to you to-night regarding the improvements in trade and the bright future for business men in the years to come. If our turnover is high we look for a large gross profit and a large net profit. There are increases in the various businesses I am connected with. Canada has truly turned the corner and we can look forward with absolute certainty during the next year and the years to come.

"I feel satisfied you will do more than break even. The Canadian Wholesale Hardware Association and its members form a very important part in the commercial life of Canada. Those who have travelled throughout Canada have noted the big developments of the wholesale hardware business. When we look at the large wholesale hardware houses in Vancouver, Calgary, Edmonton, Winnipeg, London, Hamilton, Toronto, Montreal, Quebec, St. John and Halifax, we realize the important role you play in the development of Canada. In the hard times you had to exercise good judgment, and be lenient with your debtors. This applies particularly in Western Canada, where the wholesalers have had to carry large debts on their books. You have done very much in carrying on the business of Canada, and on carrying on during the trying times and putting Canada in the better position she is in to-day. Your association has prospered due to your initiation and good judgment, and in my business I have also come into close contact with your Secretary, Mr. Hardy, and you will endorse my views that no more able or thorough man could be placed in charge



GEO. C. DAVIS

Frothingham & Workman, Ltd., Montreal, re-elected to the Executive Committee Canadian Wholesale Hardware Association for 1922-23.

of your affairs than our good friend Mr. James Hardy."

Senator Webster Speaks

Senator Webster, introduced by the chairman, stated that he had not expected to be called upon as a speaker and it came as quite a surprise to him. He referred to his association with the hardware trade many years ago and also the pleasure it gave him to get out among the trade when he belonged to the Dominion Travellers' Association. Senator Webster spoke as follows:—

"Why am I here? It is because of the reason of my assoication with the hardware trade many years ago. They were perhaps the happiest years I ever spent when I worked in one of the hardware warehouses, in carrying pliers upstairs, rolling nails into the cellar. It is to me quite a delight to see so many of the young hardware men of that day who are to-day proprietors. I must say I never anticipated in those days of packing cutlery and other goods, of being associated here to-night at your annual banquet.



HECTOR PRUDHOMME

of A. Prudhomme & Fils, Ltd., Montreal, who was re-elected to the Executive Committee of the Canadian Wholesale Hardware Association for 1922-23.

"I have much pleasure in remembering those days of long ago, when we met with the competition such as has been spoken about to-night, but the merchants overcame their difficulties and struggles, and I am satisfied that as Sir Henry Drayton said 'there are good times ahead for all of us.'

"We are desirous of having the best laws possible for the Dominion of Canada, and we recognize we have a wonderful country. On the return of prosperity Canada will stand out foremost of all nations of the world.

"I was much impressed on going on a tour this summer of the way Canada was held in high esteem in Scandinavia, Holand and other countries, and I had the opportuity of speaking about Canada and her resources. The desire was evident to know all about Canada, and a desire to come out to this fair Dominion. So I trust proper immigration laws will be enacted, for this country needs millions more of population and we must attract to this country men who will really take their place in our citizenship. Barren lands will be occupied by settlers, who will be customers of the men in the hardware business."

Maritime Visitors

The association had as guests two members of the Maritime Wholesale Hardware Association, these being Messrs. McAvity and Guy Morton, the latter being President of the Maritime association. Mr. Morton spoke briefly as follows:—

"There are a good many reasons why I should not have attempted to make a speech to-night. I am not an orator. Our chairman has told us many things of interest.

"I do wish to express my pleasure at having been able to attend here to-night. It is a long time since a member of the Maritime Association has attended your banquet, but that is our fault. We are a long distance from here, and I wish to thank you for your courtesy on behalf of my collegues, Mr. McAvity and myself. We have an annual meeting every year. We do not stage a banquet like this, but we hie away to a watering place each summer and we will be pleased to see all members of the Wholesale Hardware Association at any of our gatherings." Voice: (we'll all come down). Mr. Morton: "Come along, we'll make you welcome. Don't forget your golf sticks."

Address by Wm. McMaster

The chairman referred to the fact that Mr. Ross McMaster was to have been one of the speakers but that he found it necessary to leave early on ac-

count of a trip which he was taking to the west. The chairman stated however that they were fortunate in having Mr. William McMaster there and the latter on rising received a hearty ovation. Mr. McMaster addressed the gathering as follows:—

"I realize that I stand up with great diffidence as I am surrounded here by ex-Ministers and Senators. I wish to express my thanks to the president and the members of the Wholesale Hardware Association. I know the nature of gatherings of this kind. The men in the trade get to know each other better. In everything there is always that human element existing, for when we are getting together we can rub off things that at a distance seem unsurmountable.

"There is compensation coming to the hardware trade. Price cutting is a thing of the past, and is not flourishing under present conditions. The jobber realizes the necessity of co-operation between jobbers and manufacturers. The jobber and the manufacturer can work together to the advantage of both, and I feel there are many ways of



GEO. W. MURPHY

J. S. Mitchell & Co., who was elected to the Executive Committee, Canadian Wholesale Hardware Association.

smoothing troubles out to mutual advantage.

"In a trip I took to the Orient last winter, I found Canada stood very high in the esteem of Australia and New Zealand. New Zealand wanted to trade first with Great Britain and afterwards with Canada. New Zealand has more in common with Canada than Australia and Canada is taking a place in the world's trade. I might also refer to your guest of honor. I have during my long career of business had occasion to go before the Minister of Finance, and while Sir Henry did not give us all we asked for, at the same time when we went away we felt that we had no kick coming."

Charles Britton

Charles Britton of Gananoque, introduced by Chairman Birkett as the man who had ushered him into the Canadian Hardware Association about twenty years ago, made a plea for a greater degree of Christianity and good fellowship among business men. He also paid a glowing tribute to the stand which Great Britain has always taken in her fight for the rights of the weaker nations. Mr. Britton who is eighty years of age made a strong plea for greater unity among the nations and the elimination of war. Mr. Britton also advised the young men present to respect their seniors and give heed to the advice of older, experienced business men.

Need of Immigration Emphasized By Alex. Prudhomme

"We have heard Sir Henry Drayton with a great deal of attention and what he had to say to us," stated Alex. Prudhomme, of A. Prudhomme & Fils. "I was greatly interested in the figures he gave us when he showed us how the Dominion of Canada had developed her export trade.

"The Dominion of Canada is a very wonderful country, as we have unlimited resources in mines and agriculture, and to the full development of our wonderful heritage there is a need of immigration. A few months ago I had occasion to make a trip to the Maritime Provinces, which is the first time I had ever visited them. I was highly impressed with the Provinces of Nova Scotia and New Brunswick, but I noticed particularly how sparsely settled these fine provinces were. We have need for more men and women, women in particular, for what is a man without a woman? We must have the first quality of immigrants, and if we can get them in sufficient quantities we shall make a wonderful success of our country.

"We need the good sound immigrants to help us build up Canada, to feed our trans-continental railroads, and by doing this the burden that we are carrying to-day will be a burden no longer.

"I might say to Sir Henry Drayton, as he might be again a Minister of Finance, that the French Canadians are very proud of the Province of Quebec, which I am glad to say has a surplus. Quebec during the past twenty-five years has developed steadily and surely. We have splendid schools, good roads and a province of prosperity, so that I hope that when Sir Henry Drayton is Minister of Finance again he will have a lender from the Province of Quebec to his own government.

"Quebec has had splendid crops this year. The farmers depend on hay, cheese and other products for their income. In previous years many farmers did not have enough grain and hay to feed their cattle and many who had always paid cash for their supplies were obliged to ask credit from the men they bought from.

"However, the crops this year are splendid and will enable them to pay off any debts which they have contracted. The French-Canadians are conservative and their finances as a rule are always good. The lumber situation is improving and there will be increased prosperity and splendid business during the coming year."

Ovation for James Hardy

During the evening, several references were made regarding the splendid work which Mr. James Hardy had done for the Association, and when Mr. Hardy was called upon to speak, he received a hearty ovation.

"I desire to thank you all," said Mr. Hardy, "for the kind ovation, and I can assure you of my appreciation. I think I have been present at every banquet this Association has had. In fact I was the original secretary, and probably William McMaster will recollect a conversation we had when he wanted me to fill the position of secretary.

"I do think in the position I have held that I have been able to assist in stopping a lot of stringent abuses, and the work has always been a pleasure to me."

A Good Story Teller

"I can say with the utmost sincerity."



ALBERT J. TEAKLE

The Herman Younge Co., Quebec City, who has been elected to the Executive Committee, Canadian Wholesale Hardware Association.

said S. H. Alexander of Wood, Alexander & James, "that this is one of the happiest nights of the year to me. It is a night when we can show in a tangible way our feelings to the Manufacturers' agent. Here it is that we get the drops of crumbs from the rich man's table, but we hope to get dollars. We get together and have a heart to heart talk. I must also refer to the special honour paid to this Association when Sir Henry Drayton came to talk to us."

Mr. Alexander convulsed the crowd with several witty stories, one of which dealt with a Scotchman who was looking for a shilling which he had lost in the oats.

Toast to Chairman

W. P. Kearney, vice-president and general manager of the Dominion Chain

(Continued on page 45)

Short and Snappy Campaign Sells Large Volume of Aluminum Kitchen Utensils

Grouping of Aluminum Ware at Bargain Prices and Concentrating Ads and Window Displays on This Line Result in Big Turnover of Merchandise—Large Volume at Small Margin of Profit is the Secret—No Telephone or C.O.D. Orders—For Fall Preserving and Housecleaning



Some original ideas of display are developed in this arrangement of aluminum ware which give it an effectiveness seldom achieved. This is a grouping of utensils having regular value up to $3.50 for a set price of $1.39. Banners bearing the words "Special Sale" were placed in the windows and an announcement when the sale would commence. Such displays were used in conjunction with newspaper ads by Ashdown's (retail hardware) in Winnipeg and the sale brought a large turnover of goods plus a great deal of valuable publicity. Window was arranged by A. Ordronneau.

A NUMBER of retail hardwaremen have recently been conducting special sales of kitchen utensils by the grouping of certain articles at a fixed price. In most cases these sales have been put over in a big manner and a considerable turnover of business has been done. The photographs shown in this article illustrate the wide range of articles of aluminum ware which can be included in a sale of this kind, these being grouped at a price of $1.39 in one instance and a five-cent sale in the other case. Most effective window displays played no small part in the success of such a sale as conducted by the Ashdown retail hardware in Winnipeg.

In each of these cases arrangements were made for a supply of aluminum ware of a large variety which was put on sale at a price of five cents, a similarly large assortment at 49 cents and another lot which sold at $1.39. Discussing the sale with W. J. Illsey, manager of this store, it was pointed out to Hardware and Metal that these prices are of course optional with the dealer putting on the sale, but the object is to make a quick, snappy turnover at a small profit rather than a slower sale at a larger margin of profit. It is necessary to bring to the notice of every prospect the fact that this sale is something original, that it offers unsurpassed opportunity for completely stocking the kitchen with those utensils which lighten the labor of preparing foodstuffs. An appeal may be made to the pride of the housewife in having a complete array of such kitchenware and being able to put in a complete supply at a cost ordinarily equal only to that of a few of the articles, but the chief idea is to stimulate prospects to immediate action.

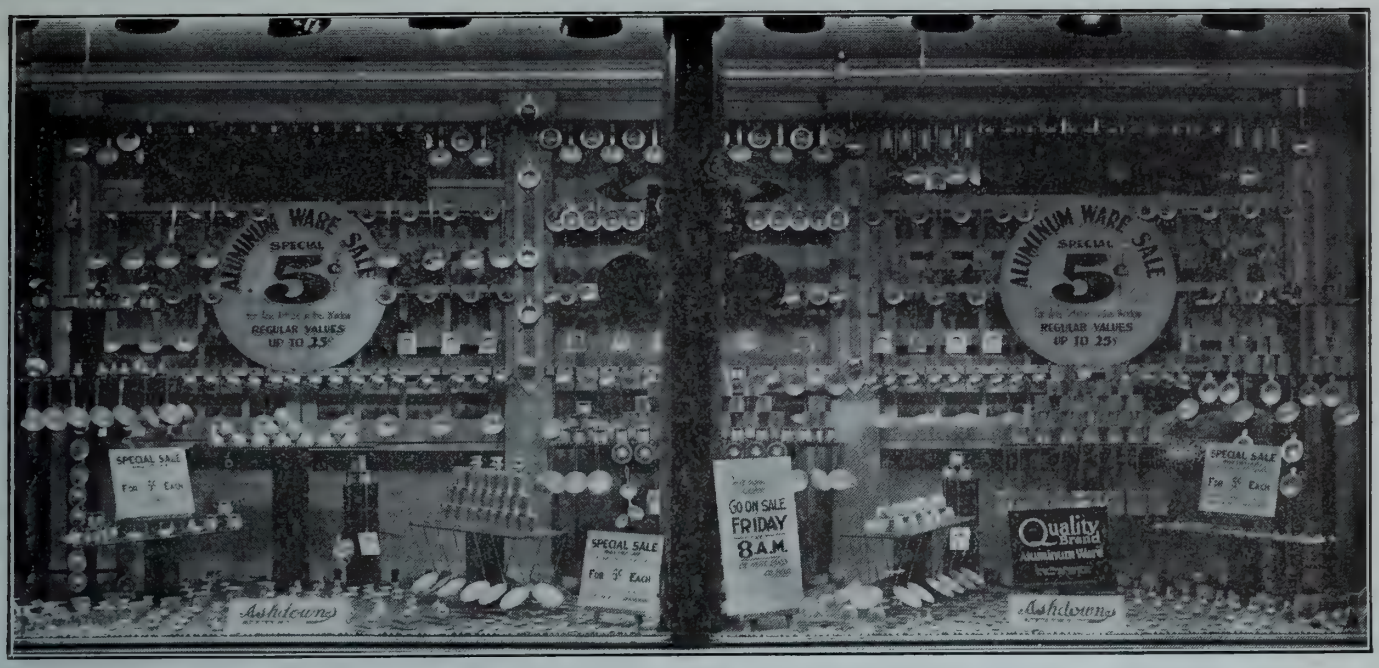
No C. O. D. or Phone Orders

Mr. Illsey states that the articles shown in these windows were strongly advertised in the local newspapers for two days prior to the sale and the goods were on exhibition in the store windows at the same time and up to the afternoon prior to the opening of the sale. No goods were sold until the morning of the opening at eight o'clock and no C. O. D. or telephone orders were accepted. One of the ideas is to use such a sale as a drawing card to bring customers into the store where they would become better acquainted with the stock carried, the location of the various departments, and offer the store an opportunity to make them feel at home so that there would be less hesitancy on their part in coming into the store on future occasions or of immediately linking it up with requirements of hardware as they become apparent.

In some cases these sales were conducted with many other stipulations such for instance as no delivery and no wrapping, but in the case of the Ashdown store it was not felt necessary to take these extreme measures.

Mad Rush of Customers

"The results of the publicity were very noticeable," said Mr. Illsey. "On Friday morning as soon as the door opened we had a mad rush of customers and they came in crowds until well on in the afternoon. They then came in



Few people will appreciate that such a large range of utensils of aluminum ware are available at a price of five cents each. This display is most effectively arranged showing a wide variety of utensils ordinarily priced up to twenty-five cents each. The displays were used for several days preceding the sale and did much to stimulate the turnover. A brief snappy campaign is required to put across such a sale. Window was dressed by A. Ordronneau.

lesser numbers right through until six o'clock. We sold out the bulk of the goods in the one day and were highly pleased with the publicity gained as well as the profit, although the latter was not on the ordinary basis of advance. We believe that judging from the results of this sale that while times are supposed to be hard the public are open to buy and have money to spend for real bargains in merchandise."

These sales have met with such success that they indicate the value of concentrating all attention on one group of articles. The advertisements and window displays contained no other articles to detract attention from the main object of the sale. The photographs indicate what attractive windows can be arranged with a wide range of kitchen utensils and the bargain idea influences a great many people. At this time of year when the preserving season is in full swing and when Fall housecleaning will soon be undertaken such a sale can be conducted with splendid results.

Fifty Stove Sales From a Demonstration

After Discouraging Start Hardwareman Tells How He Has Built Up Active Stove Trade—Profitable to Sell on Terms—Satisfied Customer Next Door to the Prospect Helps Make the Sale

VISITING the stove department of a hardware store this week, Hardware and Metal was interested in hearing how this merchant, who has had good success in developing stove business, handled his customers.

A customer entered, stating that his wife had seen a range at the fair and he wanted to investigate its merits. There was righteous enthusiasm expressed in the salesman's tone when he replied, "Well, it is one line which will certainly bear investigation."

Enthusiasm, which means active expression of belief, has been one of the basic principles on which this merchant has built a stove business that is worthy of mention. He has a line in which he and his salesman believe; advertising is concentrated on that line, and quality talk is concentrated on that line.

From Four Sales During Demonstration to Fifty

There is a great deal of discussion from time to time by hardware merchants as to the advisability of holding demonstrations. In this respect the record which has been made by this merchant should prove of interest.

Five years ago he held his first demonstration. The line was a new one in the town, and therefore new to the store. The result of one week's hard, conscientious work was four sales. Rather a discouraging beginning, but the firm does not know the word "quit." Through the next year they kept the line continually before the public and the next demonstration produced eight customers, barely enough to make it pay. The next year the number was again doubled, making the sales sixteen. The next time twenty-four ranges were sold, next thirty-five and last year they reached the high mark of fifty, these figures being for the week's work.

"Satisfied Customers the Best Advertisement"

The results are a splendid example of what perseverance and confidence may attain. There are too many men who would have grown lukewarm after the first failure, and been tempted to give it up as a bad proposition after the second.

You cannot build a successful stove department in a week or a year. It is only consistent, continued endeavor which brings success. Each year sees the number of stove sales grow larger, sees the firm more firmly entrenched in their position.

The motto of the store is, "A satisfied customer is the best advertisement." In no department is this so thoroughly cared for as in the sale of stoves and ranges. If a customer makes a complaint regarding a range that complaint is adjusted just as speedily as possible. Should a range fail to wear according to expectations the worn parts are replaced without cost to the purchaser. It is true that sometimes this works an injustice to the firm, but in the end it pays.

The merchant's argument that a firebox has been ruined by burning grease on it, may be perfectly correct and rea-

sonable, but it does not prevent your customer from telling her friends not to buy from you because the stove she bought did not prove satisfactory.

The store has followed the procedure of satisfying customers even if it had to pocket an unjust loss, and this merchant says that the plan is the most advisable one.

Find it Profitable to Sell on Payments

Hardware merchants frequently discuss the feasibility of selling stoves on easy payments and offer many reasons as to why they should not do so.

Most frequently they say that they do not want to sell stoves and have to take them back, yet if they do sell them they must have either money or the goods. That principle is very good but it does not follow that you cannot sell stoves on payments to people from whom you will not have to take them back.

There are a great many people of comparatively small means who cannot pay for a high priced range in a short time yet who want to buy the best. They are people who are morally responsible

(Continued on page 45)

Tourists Buy Many Accessories in Canada

Total Figures Show 617,285 Motor Cars Entered Canada in the Year and Each Visiting Car Spent $180 While in This Country—Want Extension of Lights on All Vehicles Regulations

THE DIRECT bearing which the construction and maintenance of good roads has on attracting tourist traffic is instanced in a summary of the official figures of American tourists visiting Canada in 1921, published in the current issue of Winnipeg Canadian Finance. During that year the government's figures showed that 617,285 automobiles entered Canada.

The figures respecting the influx of tourists recently issued by the Federal officials estimate that $108,326,600 was brought into the country in actual money spent by the visitors, the estimate being based on an average per diem expenditure per passenger. The sum of $180, it is estimated, was left in the country by each visiting car, the amount representing money expended by the visitors for necessities. It is pointed out that gasoline, oil and sundry expenses are connected with the operation of a car and hotel bills.

One of the most striking demands noted by the Ontario Legislature's Committee on Highways Legislation Consolidation is that for lights on all vehicles. Upon their return from a trip through Ottawa, Belleville, Kingston and Brockville, members remarked upon the frequency of such recommendations from constables and motorist organizations.

The committee, of which Hon. F. C. Biggs is Chairman, will visit the western end of older Ontario, working toward Niagara Falls. Their findings will probably be presented to the Legislature in the form of a private bill.

"Sport Business Beyond Expectations This Fall"



The hunting season is in full swing in most parts of the country and guns, ammunition, hunters' equipment and other such requirements are moving out well according to word received. The Proudfoot Hardware of Saskatoon, Sask., goes aggressively after this business making good use of such window displays as this. His business in such sporting goods has been beyond all expectations this year he states. and the credit for much of this is given to attractive window arrangements. A natural setting is given with the use of grain sheaves, animals, prairie scrub, etc. Note the wide range of articles including hunters' clothing, cartridge belts and pouches, thermos bottles, ammunition, guns, rubber boots, gun cases, revolvers, spring sport scales. Mr. Proudfoot has recently bought this business from Mr. Holding who remains in the employ of the store. Mr. Proudfoot was formerly in business in Herschell, Sask., for 7 years but sold his business to R. Tompsett who was formerly in business at Tamping Lake, Sask.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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Montreal TORONTO Winnipeg

TORONTO, SATURDAY, OCTOBER 14, 1922

Fall and Winter Trade

WITH the Autumn season now at hand, merchants begin to feel a fresh stimulus to business and prepare for an active fall and winter trade. Summer vacations are over and the hot weather has practically passed. There is a general feeling that it is the proper occasion to put forth greater effort to secure a bigger turnover. During the summer period there is often a disposition on the part of the public to withhold from extensive buying. But with the approach of colder weather, the pressure of numerous seasonal requirements compel attention to household needs. Furnace time is fast approaching and heaters, stoves, stove accessories, ash sifters and similar goods again become prominent. Many fall lines provide popular opportunities for stimulating the volume of trade and commencing the fall and winter period with marked activity.

Preventing Fire Waste.

DURING THE past decade in Canada more than 3,000 persons have lost their lives in fires and insurable property having a value of over $250,000,000 has been destroyed by fire. Hardwaremen handle many commodities, the use of which, if abused, will bring danger of fire. Instruction as to use at time of sale will not only guard against such loss but give the customer more confidence in the retailer's advice. Then, too, the retail hardwareman is interested in fire losses from the standpoint of selling articles the purpose of which is protection, such as stove boards, asbestos sheathing, fire extinguishers, etc. The majority of fires are the result of inexcusable disregard of the most elementary safeguards and can be easily prevented. Retailers can play an important part in such prevention.

Definite Signs of Improvement

ALL SIGNS point to continued improvement in basic conditions in Canada. At the annual gathering of the Canadian Wholesale Hardware Association optimistic reports were given by hardware wholesalers from various parts of the country. Sir Henry Drayton, former Minister of Finance, and other prominent governmental officials gave data confirming these optimistic reports. Sir Henry Drayton pointed to definite signs that a clean cut tendency toward better conditions was apparent some months ago and this is being continued. National financing has been much aided by means of new tax impositions during the past year and revenues have been such that the likelihood of a reduction in taxation next year was mentioned. Should this prove to be the case it will be one of the first steps toward removing the burden of taxation on its people which any of the countries engaged in the recent great war, have taken. It should do much to assist the return of improved trading conditions and give a buoyant spirit of confidence to all.

The great wheat crop in Canada has been moving east at the rate of nearly two million bushels per day recently. Estimates of the size of the yield have placed it above the 393 million bushel crop of 1915 which was the largest in the history of the country, Although the acreage sown to wheat this year is considerably greater than that of 1915, the average yield per acre will be somewhat lower.

The Dominion Bureau of Statistics has published a preliminary estimate of the yield of cereals, placing the wheat crop for all of Canada at 388,733,000 bushels from a sown acreage of 22,630,900. This is an average of 17.25 bushels to the acre in comparison with 13 bushels to the acre last year when the total yield was 300,858,100 bushels from an acreage of 23,261,-224.

The visible supply of wheat in Canada is estimated at 3,-865,000 bushels greater than at the same time a year ago. The American visible supply on the same date showed a decrease of 10,934,000 bushels from that of September, 1921. According to Broomhall's estimate, the world surplus at the first of September was 776,000,000 bushels, and of this amount North America had 488,000,000 bushels.

This bountiful wheat crop has played no small part in righting conditions in this country.

* * * *

FOLLOWING the example of the motor car manufacturers, the bicycle manufacturers have announced lower prices. They expect such action to assist in widening their market and doubling sales within the next three years. There is a noticeable revival of interest in bicycling due perhaps to necessities of economy and to increased transportation fares in cities.

IT IS REASSURING to note that while professional stock manipulators figured a certain prominent Canadian steel producer could not continue its dividends and showed their sentiment by driving the price of this stock to considerably lower levels a few days ago, that this producer declared a continuance of usual dividend rates. In view of the fact that this company did not earn certain dividends paid last year, the present action indicates improving conditions and confidence in the future of the steel industry in this country.

INDICATION that all the rejections of incorrect weighing machines by Inspectors of the Department of Weights and Measures are not against the retailers' interests, is found in the fact that out of the five to six hundred weighing machines found incorrect in Toronto retail stores last year, three out of five of them were registering against the interests of the merchant, or in other words were giving overweight. There is little complaint to be made against an inspection service which protects the merchant in this manner.

THE ASSOCIATED Boards of Trade meeting in Owen Sound, Ontario, passed a resolution calling upon the Ontario Government to enact province-wide daylight saving legislation. Opinion among retailers throughout the province has been very much at variance over the advisability of enforcing such legislation and it is doubtful if it is wise to adopt it in a few places only, such as was the case this last summer. However it is questionable whether much notice will be taken of the action of the Associated Boards of Trade in the matter because of the fact that the farmer government in Ontario is unlikely to take action on legislation to which so much hostility has been shown throughout Canada and the United States on the part of farmers.

Events in the Trade

BUSINESS CHANGES

W. G. Butler, hardware and tinware, of Perth, Ont., is removing to Ottawa, Ont.

The tinsmithing and heating department of the firm of Ingram & Davey Ltd., hardware, St. Thomas, Ont., has been taken over by Alexander Lewis and Harold Holton, who have been associated with that department as foreman and assistant foreman. Arrangements have been completed to carry on the business in the same quarters under the name of Lewis & Holton.

PERSONAL

T. B. Williamson, of the H. S. Howland & Son Co., Ltd., Toronto, is touring by auto to Atlantic City to attend the convention of the American Wholesale Hardware Association next week.

H. H. Lyman, of Lyman Sight Co., visited the Montreal office of Hardware and Metal last week. Mr. and Mrs. Lyman are on their honeymoon trip to Toronto, Montreal, Three Rivers and Quebec.

W. A. May, hardware merchant of Creemore, Ont., has just returned, in company with Mrs. May, from a three months' vacation through the West.

TAYLOR HARDWARE AT COBALT IS BURNED

Cobalt, Ont.—Fire broke out in the George Taylor hardware store here. Panic-stricken at the sight of flames in the centre of the town, the thousand refugees from Haileybury, and citizens who feared another disaster, commenced to take their belongings from their dwellings and hurry to places of safety. With considerable difficulty firemen persuaded them that the fire would be confined to the building in which it had broken out.

The hardware store, which is one of the largest in Northern Ontario, may be a total loss. The cause of the fire is not known.

ROBBING THIS STORE BECOMING A HABIT

The hardware store of Geo. H. Dawson, Milton, Ont., was again visited by thieves on the morning of October 10. Auto tires, guns, cutlery and flashlights to the value of approximately $200 were reported missing. This is the fourth time in the last three years that this store has been the object of similar robberies.

RE-ORGANIZATION OF ONTARIO RETAIL FIRM

The retail hardware firm of Ingram & Davey Ltd., St. Thomas, Ont., has been re-organized. George A. Ingram, president of the old firm, is retiring from active business and George W. Davey, vice-president and general manager, becomes head of the new company, which is being incorporated under the name of the Davey Hardware Company, Limited.

Mr. Davey will have associated with him as members of the new firm, his brother, E. A. Davey, secretary of Ingram & Davey, Limited, for many years, and his son, G. Lawrence Davey. An Ontario charter has been applied for and the new organization will be completed as soon as it is received.

In conjunction with the business change, the company has disposed of its tinsmithing and heating department. Under the new management, many important changes are planned in connection with the store.

New departments are under consideration. The erection of a mezzanine office, across the rear of the main floor of the store, will be started in the near future. It is stated that this will give more room for stock.

The history of the Ingram & Davey firm dates back a quarter of a century.



GEO. W. DAVEY

President of the re-organized firm of the Davey Hardware Company, Ltd., St. Thomas, Ontario, formerly known as Ingram & Davey, Limited.

HARDWARE AND TINSMITH BUSINESSES DESTROYED IN NORTHERN BUSH FIRES

Among the hardware and tinsmith firms whose stores were burned in the bush fire which swept Northern Ontario were the following:—Norfolk and Rochester, Haileybury; Reilly-Allard Hardware, Haileybury; W. Meaney, tinsmith, Haileybury; H. N. Williams, hardware, Englehart. The branch of the Imperial Oil Co. at Haileybury was also destroyed.

OBITUARY

Donnacona, Quebec.—Edmour Cote owner of the hardware business of Cote and Frere is dead.

MAYOR AT FUNERAL OF LATE JOHN P. SEYBOLD

Montreal.—Attended by many business men and associates the funeral of the late John P. Seybold, whose death was announced in last week's issue of Hardware and Metal, took place on Saturday afternoon from the family residence, 3 Forden avenue, Westmount.

Mayor Martin and members of the executive committee were present from the City Hall to show their sympathy with Ald. H. B. Seybold in his bereavement.

Four sons were the chief mourners, Alderman Herbert B. Seybold, Gordon C., Leslie E. and J. Clifford Seybold of London, Ont., with his brother J. Arthur Seybold, Ottawa, two grandsons, Edward and Hugh Seybold, and his brother-in-law, G. Ernest Blackburn.

FREIGHT RATES AGAIN

Woodstock, N. B.—A meeting of potato shippers and railway representatives was held last week to discuss freight rates. The shippers stated that there was a danger of losing the potato industry in New Brunswick owing to excessive rates.

WESTERN CANADA NOTES

D. A. McDonald, manufacturers' agent, Winnipeg, is on a business trip to Calgary and Edmonton.

P. J. Sutherland of Sutherland Bros., hardware brokers, Winnipeg, has just returned from a six-weeks' business trip as far west as the coast and reports that all along the line business is showing an improvement.

Lower Prices Help Revive Cutlery Trade

Stimulate Trade by Educating Buying Public That Prices Have Been Reduced to Within Reasonable Reach of Former Levels—Christmas Season Should Bring Revival

ACCORDING to Canadian representatives of English cutlery manufacturers and hardware jobbing houses, cutlery is not yet selling in quantities that can be compared with pre-war years. Jobbers are reported as even sacrificing their stock in the hope of establishing a market, but with results which are far from encouraging.

The chief reason given by retailers for not buying was that the public were not willing to pay prices asked. A farmer would pay 50 cents to $1.00 for a jack knife, but was reluctant to exceed this amount. A lady would purchase a set of cased carvers from $5.00 to $10.00, but beyond this figure was generally considered too high.

"What is really required to-day to remedy the situation, and bring cutlery sales to their former sales-volume is to educate the buying public that it is reduced, and on many lines purchases can be made within reasonable reach of pre-war prices. It is recognized that the retail dealer is the chief factor in doing this and where stocks of high priced goods are still on hand, the distasteful procedure of getting rid of this at sacrifice prices usually has to be carried out," said one representative to Hardware and Metal.

It was also pointed out that what cutlery the trade were demanding especially in pocket knives and jack knives, was chiefly of the cheaper class, as imported from Europe.

Fall and Christmas Trade

The fall of the year, and up until Christmas, is the season for carving sets. Before the war most hardware stores sold these in good quantities, and some merchants even specialized on them. High prices, and inability to purchase in recent years, have also had their effect, and trade in these has been greatly hampered. In the past year or so merchants have bought limited quantities but prices on them were high. Many of these same sets are now on the market at much lower prices than last year, and if the public can be shown that reasonably priced carvers are obtainable, this year should again bring good sales returns in a line which was formerly considered one of the uppermost in the cutlery department.

There are two things which are repeated in the description of nearly all successful stove departments. Those are the record of customers, and clean displays. The reason is that you can rarely find a successful department in which these features are not evident.

In this day of keen competition nothing should be neglected which may be brought to bear upon a customer. The ability to point out neighbors of a prospect who have bought a similar range will turn many a sale.



GEO. A. INGRAM
Retiring president of Ingram & Davey, Ltd., retail hardware firm, St. Thomas, Ontario.

FIFTY STOVE SALES

(Continued from page 42)

and will pay if given time. This merchant uses care in extending such credit and has very little complaint. His requirements are one-third cash in all such instances. A "retain title" note is signed for the balance.

The same charge is made in this store for both time payment stoves and regular credit, but a discount of 5 per cent. is given customers who pay cash for their stoves.

WHOLESALERS EXPRESS OPTIMISM

(Continued from page 39)

Co., Niagara Falls, Ontario, took the opportunity of proposing a toast to the Chairman, Thos. Birkett. In well chosen remarks Mr. Kearney proposed the health of the chairman which was endorsed by hearty cheers and tiger by those present. In a happy reply Mr. Birkett referred to "Bill" Kearney as his old college chum.

Presentation of Razors

The Auto Strop Safety Razor Company gave, with their compliments, one of their razors to each man attending the banquet. In making mention of this, President Birkett stated that he hoped everyone present would turn up in the morning with clean faces as a result of using the gift from the Auto Strop Company, and on a motion from the President a standing vote of thanks was taken for their thoughtfulness.

Sir Henry Drayton, the guest of honor, was presented with a gold plated razor.

Jimmy Rice, entertainer, accompanied by a number of other artists provided a varied and pleasing program of music.

HARDWAREMAN ACTING MAYOR OF MONTREAL

Herb. Seybold of Starke-Seybold Ltd. Montreal has been acting Mayor of the city and has presided at quite a number of important functions during the past few weeks. He represented Mayor Mederic Martin at the inauguration of the Biological Building at McGill University and also at the third annual convention of the Purchasing Agents' Associations in Canada. Herb (as he is familiarly known) won a sweeping victory in the election in Montreal and has received congratulations from a host of his friends in the hardware trade.

"Camouflage"



ANOTHER example of the fact that "Five and Dime" stores of the chain variety do not always compete successfully with the prices of goods in the average retail hardware store, was supplied in a comparison recently made by a customer desiring screw hooks. Entering a 5c, 10c and 15c store on Yonge Street, Toronto, it was found that a small screw hook was priced at eight for five cents. This worked out at seven and a half cents per dozen. Desiring a little larger size, the customer went on to a retail hardware store and secured the size desired at the quotation of eight cents per dozen.

This merely serves to emphasize that the general public can secure relative value wherever the purchase is made, whether it be the chain, departmental or retail hardware store. It also demonstrates the fact that if hardware men adopted the practice of putting up smaller quantities of goods at prices in proportion, such a method would naturally give rise to the general impression that the goods were on a lower price level, whereas this is only "camouflage." In the example quoted above, it is seen that when worked out to a common basis, the hardware store gives the better value.

Letters to the Editor

THINKS CO-OPERATIVE SELLING NECESSARY

As a great many small manufacturing establishments have had to suspend operations during the last two years owing to smaller demands for their product and bad debts, it might be of interest to those remaining in existence to consider whether some better and cheaper way of marketing their product cannot be adopted.

Because there were so many difficulties involved in making a profit out of the business, I was connected with in the past I have come to the conclusion that for a country so vast and thinly populated as Canada the ordinary method of marketing will not answer, and the following comments and a new scheme is suggested.

The most important items confronting the small business man are: 1. Selling, 2. Distribution, 3. Collections.

The story of business life would be complete if you add manufacturing, but this is the least of one's troubles as a rule.

If you cannot afford to send an adequate sales force on the road to cover Canada thoroughly, you try to sell agents, jobbers or wholesale houses. With some, of course, you are successful, but others, and this may mean the majority, do not feel interested in the small number of lines you make.

These are days of small buying even for big houses and the cost of laying down a one or two case lot of your goods 1,000 or 1,500 miles away makes the price almost prohibitive.

Perhaps you conclude your failure to sell is the result of not advertising, so you do what you can, an occasional half or full page, but your pocket-book is not very full and if you continue it has to be on such a small scale that it is missed ninety-nine times out of one hundred.

Near home results are better, but if you are running salesmen on salary and expenses ask them to be frank and tell you whether they do not lose out sometimes because of the lack of weight behind them.

Long Hauls Boost Price

For distribution the long hauls certainly boost the price and the only way to reduce this cost is carload shipments. Even with your local trade this also has an effect particularly on freight lots under one hundred pounds weight.

Collections on first class accounts are just as easy for small amounts as they are for large, but there is a higher percentage of cost involved for you all the same. Bank charges, mailing invoices, statements and letters, sending drafts, etc., will cost just as much for $10 as for $100.

Having pointed out some of the troubles and difficulties, I want to offer a scheme which should materially help to overcome a great many of these difficult problems.

Supposing your annual output averages around $50,000 a year and nine other companies of associated but non-competitive lines and similar turnover combined together on these problems. You then have a half million proposition to consider.

Assume that each individual company to produce its present turnover employs two salesmen with salary and expenses averaging $300 per month per man. Total cost selling, salesmen only, $72,000 a year.

Two men cannot cover Canada properly. You are only touching the high spots. Combine the efforts of these ten organizations, however, and place ten men on the road and even assume that they cost 10% more, there is still only a total cost per year of $48,000, a saving of $24,000, which is one third of the cost now.

With ten men carrying the combined lines, the ground will be more thoroughly covered, and the prestige each man will have will be enhanced tenfold also. Big buyers are usually such busy men they have not time to spend as a rule with a salesmen carrying just a few lines, and the consequence is that even if the salesman penetrates to the inner sanctum he is more or less made to feel that the interview must be a very brief one with the regrettable fact that often the talk is barren of results.

It is easy to see from the argument on selling by direct representation how also your trade or consumer advertising could benefit in the same way. Constant reiteration is the keynote of good advertising. If you cannot do this your efforts are more or less wasted. If the same amount of money spent individually was done collectively on this advertising end of your products there is not much doubt that you could put it across.

Catalogues and periodic sales letters of course enter into this also, but the same arguments apply.

Some of you may consider that individual efforts produce the best results as it is not possible for one man to make specialties of a large range of samples. Do not forget, however, that where you formerly had one or two men working for you, under this scheme you now have ten.

Distribution

It is quite logical to assume that the total volume of sales made would increase, but to what proportion I would hardly like to offer an opinion. This point, however, brings up the question of distribution and even if it were not possible to make carload shipments to one buyer it certainly is within the bounds of possibility that it could be done to all the large centres in this country. Without entailing any large expense, warehouses could be used at certain points and stock kept there to be drawn on as necessary for repeats or small orders.

Collection of Accounts

It is more or less easy for a concern buying from a small manufacturing establishment to shelve the accounts for an almost indefinite period and even to want special dating, and terms other than those arranged, and in a great many cases get away with it.

These are practices taken from the writer's own experience and although the percentage is not large yet every case that occurs means a distinct loss of the interest on the money invested in that particular order not to speak of the annoyance and extra office work entailed in obtaining satisfaction eventually.

Supposing however the man needs some other line produced by another member of this co-operative scheme, there would be less possibility of the tactics referred to being employed in the first place and far less chance of its being a long drawn out affair if he found out that because of the attitude he has adopted his supplies in the other lines are shut off.

Some of you may say that what has been suggested would not be possible under the arrangements you are now working on because of the bulk of your business coming from the wholesale houses.

You would, however, have your own wholesale houses under this arrangement with a voice in their operations.

I have so often had the statement made to me by wholesale houses that Canadian manufacturers determine their prices on the basis of the laid down cost of the imported articles plus a little something extra by way of paying for sentimental or patriotic reasons.

Many a man has been wrongly punished on circumstantial evidence alone and possibly this accounts for such a widespread opinion of this nature.

Just look for a start at the tremendous difference in the market between ourselves and the States. We have about one tenth of the population and therefore logically one tenth of the output.

Production Keynote of Economy

Production is the keynote of economy in business, and if we had the same market there is no doubt our costs would be reduced.

Consequently the problem for the Canadian producer is not one of juggling with figures to keep prices up to the foreign level in order to pay large dividends, but if it is at all possible to produce any given article at a price that will compete with that imported.

During a very strenuous experience covering the last four or five years the organization I was connected with were seeking new lines to put on the market to counteract the decline in volume of those already made and the hardest part of the problem was not what we could make, but what it would pay us to manufacture.

So many of the lines investigated entailed too large an outlay for tools and equipment that it was very evident with the volume that could be obtained there was no possibility of making any profit at all if the price was to be a reasonable one.

Someone is sure to ask why not then boost your volume by export? The export question, the purchasing of raw material, and the segregation of particular parts of similar character into each factory for quick and cheap production are all points to consider in the final working out of these suggested changes to our small manufacturing business.

As a final windup to this proposal I submit a definite scheme that could be tried out for a period of any desired length without materially disturbing the economic construction of any organization.

The Plan

If it is found workable and a success it might be enlarged upon and placed on a more definite basis.

(1) That a separate company be founded for the purpose of selling, distributing and collecting accounts for any number of small concerns unable to bear this expense themselves.

(2) Each concern joining the organization to pay an entrance fee of $250 and to appoint one member to a general board of directors, without salary, to whom shall be given an equal voice in deciding any line of policy to be adopted.

(3) No further fees to be charged unless sanctioned by a 2/3 majority and all future expenses incurred due to selling, advertising, collections and office expenses to be borne pro rata by each concern according to the amount of business obtained by this new organization.

Payments of amount due by each concern to be made monthly as soon as statement is furnished.

(4) Each of the individual companies concerned may if they feel so disposed still continue to run their existing sales force as a separate unit but undertakes not to undersell or offer prices below what are fixed by the board of directors.

(5) Any profits resulting from the operations of this new organization to be distributed on the pro rata basis of sales made each year or if the directors see fit to use it as a reserve fund with the proviso that an account be opened in the name of each company and that they are credited with the proportion due them.

(6) That any individual concern may withdraw from the organization providing three months' notice is given and all arrears of money owing are paid and in the event of any profits being due this company at the end of the financial year they shall be paid over after balance sheet is issued together with any accrued profits from previous years.

(7) That a competent manager shall be appointed who shall devote the whole of his time and energy to the undertaking and be answerable to the Board of Directors only when in session and not as individuals.

He shall have full power to engage his own staff and do whatever is necessary but subject to approval of the directors of the Company.

This outline is of course merely given as a suggestion and may be modified to suit the need of those participating.

It is however a foregone conclusion that providing each unit of such an organization is determined at the start to make a success of such a venture and are willing to put all selfish thoughts and ideas on one side and work for the common good then such a scheme cannot help but be a successful and profitable one to all concerned.

Don't however try it unless you are willing to wait sufficient time to bring results.

Rome was not built in a day and it is next to impossible to get together a real first-class organization working smoothly inside six months.

Finally, if you want a larger turnover with consequent decrease of costs and overhead which means naturally more profits, seriously consider my suggestion.

Yours for a greater Canada.

F. TISSINGTON,
Sheet Metal Tools & Hardware Co.,
1191 Bathurst St., Toronto.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

GASOLINE COOK STOVES

A. E. Wrigglesworth, Sherbourne, Ont.—Please advise us the names of makers of gasoline cook stoves.

Answer.—Detroit Vapor Stove Co., Detroit, Mich.

CROQUET SETS

The Montreal Supply Co., Ltd., Montreal.—Kindly advise where we may procure croquet sets.

Answer.—H. Rademaker & Sons, Grand Rapids, Mich., and Walter Bentley Co., Niagara Falls, Ont.

COLONIAL LAWN MOWER

Simmons Bros., Kingston, Ont.—Will you kindly let us know who manufactures the Colonial lawn mower?

Answer.—The Coldwell Lawn Mower Co., Newburgh, New York.

STEEL SHAFT SPLICES

Messrs. J. F. Henderson, jobbers, Vancouver, B.C.—Can you supply us with the name of the manufacturers of steel shaft splices for repairing ends of broken buggy shafts?

Answer.—The Hercules Shaft Splice Co., Stratford, Ont.



ANOTHER extensive list of price changes serves to again emphasize the vital necessity of closely following hardware market developments week by week. The list of declines is more extensive this week than has been the case for some time past. Lower prices are noted on galvanized sheets, black sheets, blue-annealed sheets, gasoline, automobile tires and tubes, sand paper and emery cloth, hockey pucks, and certain makes of meat choppers. Cement quotations are slightly lower in some cases, while certain Winchester rifles and shot-guns are now reported on easier levels.

IN KEEPING with the majority of recent price changes, however, another heavy budget of increases is recorded. Practically all grades of rubber roofings are advanced between five and ten cents per roll, surfaced roofings and shingles, however, remaining unchanged. Building papers and sheathings, asphalt felt, tarred and carpet felt each register varying advances, while higher quotations are also in effect on Hot Blast heaters, fuel oil and sash weights. Tin and lead show strength in the ingot metals, certain slight advances being noted on tin. Certain sizes of boiler tubes are reported with higher prices, while it is stated that manufacturers are contemplating an advance on valves and compression bibbs. Lead and zinc products are now on a firm price basis, due to the continued strength of metals in primary circles.

HARDWARE business is generally reported very fair, and during the last few days considerable improvement is recorded in both wholesale and retail departments, this being attributed to the advent of cooler weather. Fall lines are reported moving nicely, with timely consumer interest being registered in stoves, stove accessories such as pipe, electric and oil heaters, and companion lines.

Montreal, Que.

MONTREAL, October 12.—A lengthy budget of price revisions appears on the local hardware markets. Changes in an upward direction are very prominent, and include such lines as rubber roofing, certain grades of building papers and sheathings, radiators and hot water and steam boilers. Carpet felt, tarred and asphalt felt are also higher in price. A slight upward revision is made in zinc and copper scrap on waste material markets, a strengthening tendency being evident in recent weeks. Manufacturers of oil and molasses gates state that an advance of over twenty per cent. is now effective in their prices but new net quotations are not yet available.

Lower prices are announced on sandpaper and emery cloth, garden or lawn hose for next season, and hockey pucks. Gasoline is reduced one cent. per gallon. Quotations for spring bookings on tires are also reduced. An upward revision in certain valves and bibbs is looked for in some quarters. There is a feeling among local distributors that the upward tendency apparent in the steel industry has nearly spent itself, and opinions are expressed that peak prices have been reached on such lines as galvanized sheets and bar products.

LOWER PRICES ON SAND PAPER AND EMERY CLOTH

Montreal.

Through a revision in discounts both sand paper and emery cloth are reduced in price. B. & A. sand paper is now quoted at less 17½ per cent., Imperial or Star at less 17½ per cent, and emery cloth at plus 7½ per cent.

REVISION IN TIRE PRICES EXPECTED IN NEAR FUTURE

Montreal.

Manufacturers of auto and bicycle tires announce that a revision in prices at an early date is probable. While present price levels are generally recognized as being on a fair basis when production costs are considered, keen competition and a rather unsettled market has been, and is still in evidence. According to one producer, "lower prices later in the month would not be a surprise." Bookings for next season will commence around the 15th of this month and this is thought to be near the likely date for any change.

LOWER PRICES ON HOCKEY PUCKS THIS SEASON

Montreal.

Manufacturers of rubber hockey pucks announce that quotations for the coming season will be somewhat less than prices ruling last year.

HIGHER QUOTATIONS ON TARRED ASPHALT FELT

Montreal.

Tarred felt and asphalt felt are advanced in price, both products showing an increase of twenty-five cents per 100 lbs. The former, in 7, 10 and 16 oz. weights is now quoted at $3.45, and asphalt felt at $4.00 per 100 lbs.

GASOLINE REDUCED ONE CENT PER GALLON

Montreal.

A reduction of one cent per gallon is made in quotations on gasoline, and motor grade is now quoted at 33 cents, higher grade at 36 cents. Coal oil prices are unchanged, this product still selling at 21 cents.

ROOFING ADVANCED FIVE TO TEN CENTS PER ROLL

Montreal.

As pointed out in recent issues of Hardware and Metal there has been a very strong tendency in the market for rubber roofing, and higher prices in most quarters were considered pending. Manufacturers now announce that quotations on the various weights of roofing in rolls will be higher, better grades being advanced ten cents per square and lower grades five cents. Surfaced roofings and shingles remain at former quotations. Following are new net quotations on the Barrett line:

ROOFING—Per roll.
Tomahawk 1 ply $1.30; 2 ply $1.55; 3 ply $19.0; Panamoid, 1 ply $1.45; 2 ply $1.80; 3 ply, $2.15; Everlastic, 1 ply $1.65; 2 ply $2.00; 3 ply, $2.35 Ready rofoing, 2 ply, $1.80; 3 ply $2.15.

PAPERS AND SHEATHINGS ALSO HIGHER IN PRICE

Montreal.

Higher prices are also effective on certain grades of building papers and sheathings. The No. 2 dry and tarred fibre papers are increased ten cents per roll while dry and tarred straw sheathing is advanced forty cents per 100 pounds. Following are present quotations.

PAPER—	Per 400 ft. roll.
Dry Fibre, Anchor No. 1, Empress, Cyclone	1 15
Do., Anchor No. 2, Elephant, No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant, No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch Sheathing, white	550
Do., Gray	4 50
Red Star heavy tarred straw	3 80
Imp. white Sheathing	5 50
Imp. Gray Sheathing	4 50
Red tSar and Scythe brand rdy straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00

SUBSTANTIAL ADVANCE IN OIL AND MOLASSES GATES

Montreal.

Manufacturers of the Perfection and Stebbins oil and molasses gates announce an increase of over twenty-five per cent. in prices on these two lines. New net prices are not available from distributing houses.

CARPET FELT NOW $4.00 PER 100 POUNDS

Montreal.

An increase of ten cents is made in quotations on carpet felt, and this is now quoted at $4.00 per 100 lbs.

STEADY TONE NOW SEEN IN CORRUGATED SHEETS

Montreal.

Changes in the market tone for corrugated sheet are that demand is somewhat quieter than in previous weeks, and that manufacturers now have more than ample stock of flat sheets on hand to meet requirements. The call for these products continued quite active until just recently, and stock replenishment has been permitted through the continued arrivals to this market of galvanized sheets. The undertone of the market is described as steady, rather than having a strong tendency as in past weeks. List prices and discounts are unchanged as follows:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

BOILERS AND RADIATION HAVE REVISED DISCOUNTS

Montreal.

Boilers and radiators are now quoted at higher figures through a revision in discounts. With the exception of larger sized square or sectional water boilers and round steam boilers a general revision is made. The undertone in the market for these lines has been very firm for some weeks past in line with practically all other iron and steel products, and manufacturers state that the only surprise is that increased levels were not announced at an earlier date. Current trade continues in fair seasonal proportions and following are list prices with new discounts:

RADIATORS AND BOILERS—
Radiator list prices are for 1, 2, 3, 4 and 5 column radiators, per sq. ft.
45 in., to 38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 4 in, $1.55; 13 in., 1.60. Discount 55 per cent. for hot water, and 56 per cent. for steam.
Wall radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05; Discount 52 per cent.
Boilers—Round hot water boilers, sizes from 0 t o10, 60 per cent off list.
Square or sectional hot water or steam boilers, 15 in., 15 per cent.
Square or sectional water boilers, 19 in., to 36 in., 20 per cent.
Square or sectional steam boilers, 19 in., to 36 in., 17 per cent.
Ontario Government trimmings, 15 per cent.
Round steam boilers, standard trimmings, 28 per cent . Ontario Government trimmings, 25 per cent.
F.o.b. Montreal, Toronto, Guelph.

QUOTATIONS ON GARDEN HOSE ARE REDUCED

Montreal.

New season's quotations on lawn or garden hose are now issued, showing a reduction of from ten to fifteen per cent., with a special discount of five per cent. for earlier bookings. Following are new net prices:

GARDEN HOSE—	Per ft.
½" x 3 ply	0 08½
½" x 4 ply	0 09½
½" x 5 ply	0 10¾
⅝ x 3 ply	0 10
⅝ x 4 ply	0 10¾
⅝ x 5 ply	0 12
¾" x 3 ply	0 11½
¾" x 4 ply	0 12½
¾" x 5 ply	0 14
½" Corrugated	0 12½
⅝" Corrugated	0 14
¾" Corrugated	0 16

Shimpents made on or before May 31st, 1923, are subject to a special discount of 5 per cent when orders are placed on or before December 30th, 1922. 500 ft. reels, less further 5 per cent.

SCRAP MARKETS REMAIN SLIGHTLY IMPROVED

Montreal.

Minor price changes in an upward direction are made in quotations on copper and zinc in the waste material markets, this tendency reflecting the stronger tone in both metals on primary metal markets. Consumption of metals is slightly heavy, and this is said to be responsible for the general betterment. Iron and steel scrap is little changed although there is plenty of room for increased demand in these lines. Rubber waste continues very dull, and following are average dealers' buying prices:

SCRAP—	
Automobile Tires	0 50
Rubber Shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11½
Wrought iron, R. Rd., No. 1 per gr. ton.	10 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	3 00
Boiler plate	8 00 to 9 00
No 1 machinery cast	20 00 22 00

PRIMARY METAL MARKETS STRENGTHEN LEAD GOODS

Montreal.

There is still a strengthening tendency in the undertone of lead and zinc products due to the market tone of metals in primary circles. Lead is still on an upward trend, and spelter remains very strong. Tin is again displaying a firm tendency and this metal, which enters into the manufacture of solders quite extensively, causes a somewhat stronger feeling in the market for these products. Manufacturers describe the general market as firm but with no indication as yet of higher prices. Following are unchanged price levels:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25
Do., stricty, lb.	0 22
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

PEAK OF SHEET PRICES HAS BEEN REACHED

Montreal.

The feeling that peak prices on galvanized sheets have been reached is gaining ground among local distributing circles. Up to the phesent no general revision in prices has been announced, although certain firms are quoting slightly less for larger inquiries, but opinions are expressed that lower levels will be reached in the not far distant future. A recession of a marked nature is not looked for, but more in line with a gradual decline, due largely to distributors themselves. It is again pointed out that stocks are growing until even now they are considered heavy in some quarters, and the time will shortly be on hand when sales will experience a slackening and dealers will not welcome the idea of carrying heavy stocks over the quieter period of winter months. The English market has supplied ample requirements and shipments from this

source will in all probability continue in good quantity until the close of navigation. Domestic mills and centres to the south are also making progress in shipments so that the question of supplies is no longer attracting much attention.

The situation at the mills is still a fairly firm one, but further increases are not thought likely. A steady market for the following weeks at least appears more probable from this standpoint. Average local quotations are the following:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 75
26 gauge	7 00	7 50
24 gauge	6 40	6 90
22 gauge	6 05	6 55
18—20 gauge	5 35	5 85
Other Brands—		
10¾ oz	7 00	7 50
28 U. S. gauge	6 60	7 10
26 U. S. gauge	6 30	6 80
24 gauge	6 15	6 65
22 gauge	6 15	6 65
18—20 gauge	6 00	6 50
16 gauge	5 85	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 50
20 x 28 IC, 112s	13 00
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	9 00
20 x 28 IXXX, 56s	9 75
TERNE PLATE—	
20 x 28 IC, 112s	14 00
CANADA PLATE—	
Half bright 52s	5 00
Half bright 60s	5 10
Blued, 52s	5 25
Blued 60s	5 35
Welsh, polished, 52s	7 00
Welsh, polished, 60s	7 25
Galvanized, 52s	7 25
Galvanized, 60s	7 75

CHANCES OF FURTHER INCREASES IN STEEL THOUGHT TO BE REMOTE

Montreal.

Not only in the sheet markets are higher prices considered unlikely, but a turn in this direction is also noticeable in bar iron and steel products. To some prevailing prices have "weathered the storm" and when no change to higher levels was made when the situation was much firmer, it is considered hardly probable that any revision will now be announced when the tendency is not as strong. Underlying factors in the steel market generally have been interesting during the past two months. Up until two weeks ago there was a decidedly firm tone evident, said to be responsible to higher fuel and increased labor costs, but the fact that basic pig iron on American markets is now reduced $2.00 per ton causes a little different aspect to the market. Although this might be termed a sudden turn, advices from southern centres state that the former important coal question is no longer a serious one, the ability to secure cars for transportation now being the factor for consideration.

Toronto, Ont.

TORONTO, October 12.—A variety of price developments is again the premier attraction in the current hardware markets. Increases and reductions are numerous this week, the advances affecting such products as ready roofings, building papers and sheathings, carpet felt, tarred felt, asphalt felt, fuel oil and Hot Blast heaters. Certain sizes of boiler tubes are also recorded higher in price, a stronger undertone being noted in these markets. In addition, it is reported that some manufacturers are considering an advance at an early date in quotations on valves and compression bibbs.

The list of declines is more extensive than has been the case for some weeks. Galvanized sheets, blue-annealed and black sheets supply the feature reduction. This trend was pointed out in last week's market report. Other recessions affect sandpaper and emery cloth, gasoline, cement, and auto tires and tubes.

LOWER PRICES ON SAND PAPER AND EMERY CLOTH

Toronto.

Quotations on both sand paper and emery cloth have been reduced this week through a revision in the discounts. The new levels are as follows:

B. & A. sandpaper, list less 17½ per cent.

Star sandpaper, list less 17½ per cent.

B. & A. emery cloth, list plus 7½ per cent.

GASOLINE PRICE DOWN ONE CENT PER GALLON

Toronto.

With ample stocks of gasoline now on hand and the current demand for this product facing the stage where the winter months register a falling off in consumption, gasoline prices have experienced a downward revision this week. The local quotations are reduced by one cent per gallon, this change bringing the new level to 33 cents per gallon. For the last two or three weeks, gasoline has gradually assumed a slightly easier trend in primary centres and the present downward revision is not surprising.

UPWARD CLIMB OF FUEL OIL QUOTATIONS

Toronto.

With an increasing number of installations being made of oil-burning apparatus in domestic and other heating furnaces, fuel oil is now experiencing a brisk demand and prices have been advanced one cent per gallon on all quantities. This improvement is attributed in many quarters to the coal shortage, while it is also noted that the call for fuel oil is seasonably good at this period of the year. This change brings the current domestic price to $0.11.8 per gallon in barrel lots. The revised levels are noted on the current market quotation pages.

HOT BLAST HEATERS ADVANCED IN PRICE

Toronto.

An advance of approximately fifty cents each has been made on the hot blast heater No. 20. The revised net quotation per dozen is $45.15.

CEMENT PRICE EASIER; DEMAND SLACKENING

Toronto.

Cement prices have reached a slightly easier level, this recession being attributed to the recent readjustment in freight rates on certain basic commodities. A slight decline amounting to five cents per barrel is now in effect on the local markets, this change bringing prices to $3.63 per barrel in carload lots. The movement of cement is now reaching a more moderate stage as the volume of construction work requiring heavy quantities of cement is almost completed for this season, and requirements are now mainly in small lots. Following are the current price levels:

CEMENT—Carload Lots—	
Per barrel	3 63
Less Carload Lots—	
Per barrel, f.o.b. yard	4 35
Per barrel, delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

ANOTHER REDUCTION IN AUTO TIRE PRICES

Toronto.

Lower prices on tires are being made effective from October 11, the average decline being in the neighborhood of five per cent. Tire manufacturers have announced that a better discount will be given to the dealer.

Keen competition is also stated to be a factor in making this decision to reduce quotations, and most lines and sizes are affected. Following is the new list which is representative of the revised quotations on the various makes:

PNEUMATIC AUTOMOBILE TIRES

Net Price List Effective October 12, 1922.

Size	CORD CASE Cross Rib	CORD CASE Cross Rib and A.W.T.	FABRIC CASE Rib	FABRIC CASE A.W.T.	TUBES Reg.	TUBES Heavy Tourist
28 x 3						
30 x 3				11.00	1.75	1.85
30 x 3½	14.50	17.50	12.00	14.50	2.00	2.20
32 x 3½		27.50		19.50	2.50	2.75
31 x 4		31.75		21.60	3.15	3.45
32 x 4		35.00		25.50	3.40	3.75
33 x 4		36.00		26.80	3.50	3.85
34 x 4		37.00		27.40	3.70	4.05
32 x 4½		45.25		34.70		4.70
33 x 4½		46.25		35.90		4.80
34 x 4½		47.50		37.00		4.90
35 x 4½		48.75		39.00		5.15
36 x 4½		49.75		40.00		5.30
33 x 5		56.25		44.00		5.50
34 x 5		58.00				5.70
35 x 5		59.25		47.00		5.85
37 x 5		62.25		50.00		6.20

MARKED PRICE RECESSION IN SHEET MARKETS

Toronto.

As pointed out in last week's issue of Hardware and Metal, an easier trend has now developed in galvanized sheets, which has resulted in marked declines being announced this week. This recession in price is in direct contrast to the strength recently apparent in these markets, when the quotations steadily climbed for several weeks in succession. The current reduction affects galvanized sheets to the extent of fifty cents per cwt., while a downward revision is announced on black sheets, the decline in this respect being twenty-five cents, with a similar change noted on blue-annealed sheets. Keen competition is stated to be one of the primary causes for this development, but the lateness of the season, combined with an improvement in supplies are described as other factors. Following are revised price levels:

BLUE ANNEALED SHEETS—	
10 gauge, base	4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40
BLACK SHEETS—	
18-20 gauge	5 05
22-24 gauge	5 10
26 gauge	5 15
28 gauge	5 25

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED SHEETS—	Premier and	Apollo
10¾ oz.	6 65	7 15
U. S. 28 base	6 25	6 75
U. S. 26 base	5 95	6 45
22 and 24	5 80	6 30
18 and 20	5 65	6 15
16	5 50	6 00
12 and 14	5 35	5 85

An extra 40c. per 100 lbs. is charged for key stone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oi'ed, boxes, 52s'	5 20
Do., Do., 60's	5 30
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 50
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

TEN CENT INCREASE IN CARPET FELT PRICE

Toronto.

In conjunction with the pending increases on roofings and building papers, current prices on carpet felt are scheduled to rise ten cents per cwt. This change brings the new level to $4.00 per 100 lbs.

STRONG UNDERTONE IN BOILER TUBE MARKET

Toronto.

Both the tone of the basic material markets and the improvement in demand, sustain the trend of current boiler tube prices. Some further revisions have been made in the list, following the slight upward change noted a few weeks ago. Distributors point out that the undertone is undoubtedly on a better basis than formerly owing to the general call for tubes required for repair purposes and also construction purposes at this season of the year. Raw material prices are also continuing their upward climb, and while the situation remains more or less nominal, the following average price levels are described as undoubtedly firm:

BOILER TUBES—

Size	Seamless.	Lapweld
¾ inch	$19 00	$.....
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	24 00	.....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	.....
2½ inch	26 00	23 00
3 inch	34 00	27 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	55 00	40 00

PRICES RISE ON BUILDING PAPERS AND SHEATHINGS

Toronto.

Building papers and sheathings are also reported higher in price, No. 2 tarred and dry fibre being advanced ten cents per roll, and dry and tarred heavy straw registering an increase of forty cents. These revised levels are containd in the regular quotation pages.

MAY BE ADVANCE IN COMPRESSION GOODS PRICE

Toronto.

Certain manufacturers of brass valves, compression bibbs and kindred lines, are stated to be considering a slight advance of a general nature in prices. The tendency in this direction has been noted in recent market reports appearing in Hardware & Metal, any movement of this nature being chiefly the result of the firmer trend in virgin metal circles. No revisions in prevailing price levels have been announced since the change in discounts on the Jenkins line of valves, and following are current quotations:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass seam cocks, standard ¼ in. to 2 in.	50%
Do., 2½ in to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	58%
do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

ROOFING QUOTATIONS ALSO REGISTER ADVANCES

Toronto.

Ready roofings are now advanced in price, this development conforming to the forecast along these lines in a recent issue of Hardware and Metal. The extent of the increase amounts to ten cents per roll on the higher grades and five cents per roll on other grades. New prices are contained in the current market quotation pages.

TARRED FELT PRICES ON HIGHER LEVELS

Toronto.

As pointed out in a recent issue of Hardware and Metal, higher prices were anticipated on tarred and asphalt felt. This development has now materialized, the advance of twenty-five cents per cwt. being practically in effect, although the announcement to this effect is not yet general. Higher quotations are admitted, however, in most quarters.

BAR IRON QUOTATIONS AT TEMPORARY PEAK?

Toronto.

Current price ranges on bar iron and steel continue at $3.25 to $3.40, with the bulk of the business of any size being consummated at the former figure. It has been claimed in some quarters that another advance in quotations should be in order, owing to the current level at mill centres, but there is an undertone of reluctance evident throughout both the primary and domestic steel markets regarding further increases at the present time. The opinion has been expressed in other quarters that prices have reached their peak, at least for the present. Business has been coming along steadily, according to local distributors, with domestic mills still being somewhat behind in deliveries.

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel	4 50	4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

FIRM TREND REMAINS IN LEAD PRODUCTS

Toronto.

The recent firmness in the virgin metals and especially pig lead, has resulted in strengthening the current market position of lead and zinc products. Up to the present, however, no further revision in prices on the finished goods has been announced, it being stated that the movement in primary metal circles has not yet been of such extent as to affect domestic price levels. While some fluctuations have been noted, the general trend is in an upward direction, and the following local prices on lead products are considered quite firm. Business is described as well up to expectations, one distributor stating that "there is no marked activity but the trade is pretty good."

LEAD AND ZINC GOODS—	
Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 22½
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

NO MARKED ACTIVITY IN SCRAP METALS

Toronto.

In the current scrap material markets, it is noted that many dealers are not adopting such a bullish attitude as formerly, probably owing to the increased pig iron output. The scrap iron and steel situation is therefore, fundamentally unchanged, with trading only moderate. Due to the virgin metal conditions, non-ferrous scrap is on a stronger basis, but while the position is slightly improved, business with consumers is reported as only hand-to-mouth. Scrap rubber is said to be still at a standstill, tires and tubes being in very little demand. Following are the usual averages of dealers' buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper wire	11 00	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

TIN AND LEAD SHOW STRENGTH IN INGOTS

Toronto.

Fluctuating within narrow limits remains the order of the day in the ingot metal markets. Domestic trading in general continues on a hand-to-mouth basis, with the demand mostly for small lots. Tin is again strengthening, local prices having been advanced one cent. Lead markets are also showing strength.

COPPER.—Buying of copper is now spasmodic, with domestic interest only in small lots. Reports from primary centres record the fact that export orders are also smaller. A slightly easier undertone has been created by certain increased output of copper. The current local price remains unchanged at 17½ cents.

TIN.—Tin is again a little stronger this week, and the local price has advanced around one cent, this change bringing the average quotation to 37 cents. The London tin market is described as fairly strong, but fluctuations are apparently the order of the day, with the general result in a slightly upward direction.

LEAD.—This market has taken on a much firmer appearance lately. Trading is, however, quiet, the recent spurt having cleaned up most new business. The general tone of this metal, however, is considered firm, as no marked reaction is expected under existing conditions. The domestic quotation continues strong at $7.50.

SPELTER.—This metal is again quiet, but steady. Domestic quotations, however, are slightly easier in sympathy with the trend of prices in primary centres. Buyers in general have adopted a waiting policy and the lack of activity has resulted in the easier tone. Local prices are considered steady at between 8 and 9 cents.

ANTIMONY.—Antimony remains dull and unchanged in either market conditions or prices. The Chinese market is reported stronger, but consumer interest is apparently lacking. Local prices are unchanged at 7½ cents.

ALUMINUM.—Sales in this metal continue to remain light, and there has been no substantial change in current conditions. The domestic quotations are also steady at between 21 and 22 cents.

London, Ont.

LONDON, October 12.—Local business in seasonal hardware lines is showing considerable improvement. Price changes are light this week, most lines being firm in price and deliveries continue slow from many factories. Reports show collections good at present.

SASH WEIGHTS NOW ADVANCE IN PRICE

London, Ont.

Revised local quotations on sash weights register an advance of approximately twenty per cent. New prices are as follows:

SASH WEIGHTS—
Round, 3 lb. and larger, $3.15 per 100 lbs.; Sections, 1 lb., $3.50 per 100 lbs.; Sections, ½ lbs., $3.75 per 100 lbs.

MEAT CHOPPERS ALSO REVISED IN PRICE

London, Ont.

Prices on the Alexander work line of meat choppers have recently been reduced to the following levels:

MEAT CHOPPERS—
No. 5, $2.30 ea.; No. 10, $3.20 ea.; No. 12, $3.05 ea.; No. 22, $5.10; No. 32, $8.10.

NEW PRICES ON STOVE PIPE WIRE

London, Ont.

New prices now in effect on stove pipe wire show an advance of 25 cents per 100 lbs. This change brings quotations on No. 18, to $8.75 per cwt., and on No. 19, to $9.25 per cwt. Small lots are priced at 9½ cents per lb.

PRICES SLIGHTLY LOWER ON WINCHESTER ARMS

London, Ont.

A slight reduction has been made in prices on the Winchester line of rifles and shot guns. Following are the new net quotations on some of the best sellers:

WINCHESTER ARMS—
Rifles—Model 1890 x 22 Short-Long or W.R.F., $26.25 each. Model 1892 x 25/20 Rd. Bbl., 32 W.C.F., 38 W.C.F., 44 W.C.F., $33.75 each.
Model 1894 x 30 W.C.F., Rd. Bbl., 32 Special, $40.10 each.
Model 1894 x 30 W.C.F., Rd. Bbl., 32 Special $40.10 each.
Model 1907 x 38/55, 351 Automatic, $61.25.
SHOT GUNS—
Model 1897 x 12 ga., $49.00 ea.; 16 ga., $49.00 each.
Model 1912 x 12 ga., $57.75 ea. 16 ga., $57.75 each.

AMMUNITION RECORDS SEASONABLE MOVEMENT

London, Ont.

There is a brisk seasonable call for shells and cartridges. No change has been announced on prevailing ammunition quotations which are given below:

AMMUNITION—
Shells—Dominion Crown, 12 ga., $3.83 per 100 Sovereign, 12 ga., $4.68 per 100; Regal, 12 ga., $4.68 per 100; Dominion Canuck, 12 ga., $4.97 per 100.
Western New Chief, 12 ga., $3.83 per 100.; Western Field Load, 12 ga., $4.68 per 100.; Western Super X Load, 12 ga., $5.21 per 100.

BRISK SALES NOTED IN WINDOW GLASS

London, Ont.

A brisk sale of window glass is now generally reported, with price remaining unchanged at the recently revised levels, which follow:

WINDOW GLASS—
Domestic Glass, less than 25 cases, list less 5 per cent. 25 cases and over, list less 10 per cent. Belgian glass, less than 25 cases, list less 15 per cent.; 25 cases and over, list less 20 per cent.

SEASONABLE ACTIVITY REPORTED IN PUTTY

London, Ont.

A good seasonal sale is also in evidence for putty, with quotations remaining unchanged since the last general revision. Current prices follow:

Standard, 100 lb. drums	4 80
Do., 25 lb. drums	5 05
Pure, 100 lb. drums.	6 05
Do., 25 lb. drums	6 30

GOOD MOVEMENT OF WHITE LEAD IN OIL

London, Ont.

The continued warm weather has stimulated the sale of white lead in oil, and seasonal brisk trade is generally reported. Unchanged price levels follow:

WHITE LEAD IN OIL—

	Tons	Less Tons
	Per 100 lbs.	
Pure	13 55	13 90
Elephant	14 05	14 40

SEASONAL MOVEMENT OF NAILS KEEPS UP WELL

London, Ont.

A good sale of nails is continuing in most quarters, the demand keeping up well for this time of the year. Prices remain unchanged. The cut nail deliveries are improving, but a shortage is still reported in certain quarters.

Winnipeg, Man.

WINNIPEG, October 12.—Seasonable lines of Fall goods are in fair demand and bookings are favorable. The markets remain steady with many lines showing upward tendencies. Steam and water radiators have shown an advance of ten per cent. Quotations on standard brass valves are lower this week. Wrought piping maintains a firm tone.

RANGE BOILERS STILL IN GOOD DEMAND

Winnipeg.

The movement of range boilers is showing a slight improvement. The firm position of galvanized sheets and other products entering into the manufacture are causing these goods to maintain a steady tone. Range boiler quotations remain unchanged.

WROUGHT PIPING MAINTAINS FIRM TONE

Winnipeg.

The market for wrought iron and steel pipe continues in a strong position and indications point in an upward direction. Reports from American markets state that the demand has been exceptionally heavy during the past months and deliveries are behind.

PRICES ON SKATE SCREWS NOW HIGHER

Winnipeg.

There has been a slight advance of 5 cents per dozen in quotations on skate screws. The revised price level is now 55 cents per dozen.

STRONGER TONE TO PIPE FITTINGS

Winnipeg.

Pipe fittings have again developed a strong undertone. Production costs are steadily increasing and manufacturers are of the opinion that prices will advance. There is a fair amount of business for fittings at this season of the year.

RADIATORS SHOW AN ADVANCE IN PRICE

Winnipeg.

There has been an advance of 10 per cent. registered on steam and water radiators. Radiators 38 inches in height comprising 8 sections are listed at $1 per square foot less 44 per cent.

LOWER QUOTATIONS ON STANDARD BRASS VALVES

Winnipeg.

There has been a reduction on standard brass valves of the horizontal check with drip style. Half inch is quoted at $1.40. Three-quarters of an inch at $1.50 and inch at $1.75.

ANOTHER ADVANCE IN TURPENTINE PRICES

Winnipeg.

The undertone of the market in southern primary centres continues firm and prices recording a continued upward trend. The movement of turpentine in the south is active. Local stocks are in ample supply especially for immediate requirements. The demand continues in seasonable proportion. This firm tone has been reflected in an advance of 20 cents per gallon on the local market, making turpentine quotations $2.15.

LEAD SHOWING STRENGTH ON PRIMARY MARKETS

Winnipeg.

Advices received from primary markets state that lead is showing a firmer tone. Quotations are unchanged.

St. John, N. B.

Maritime Retail Hardware Merchants Link Up With Fire Prevention Week

ST. JOHN, N. B., October 12.—Last week, in St. John, two fine examples of co-operative advertising appeared in the local newspapers, coupled with the fire prevention board of New Brunswick campaign against fire, and the King's County Fair, held at Sussex, N.B.

During the fire prevention campaign, the fire marshal used large spaces in the local papers calling attention to the necessity of greater precautions, and pointing out the enormous loss from fire that the province experiences each year. Many St. John merchants took advantage of this campaign, and coupled up their advertising with this special occasion. Full pages were used by a group of merchants, all advertising merchandise necessary for fire prevention. Some of the advertisers of interest to the hardware trade were W. H. Thorne & Co., Ltd., advertising fire extinguishers. Gandy & Allison, Ltd., advertising flue linings, asbestos building boards, metal lath, slate surfaced roofing, etc. Estey & Co., advertising fire hose, pumps, metal lath, steel ceilings, fireproof doors, metal office furniture. Magee & Co., advertising gravel roofs. H. L. MacGowan & Son, advertising extension ladders. Canadian Fairbanks-Morse Co., Ltd., advertising forest fire pumping outfits. Frank R. Fairweather & Co., fire protection appliances.

Advertising of the above firms, together with other merchants not directly connected with the hardware trade, all appeared on the same full page. Other hardware merchants used fire prevention advertising in their usual spaces.

Kings County Fair also brought out a display of co-operative advertising. Those taking part of interest to the hardware trade were, The Renfrew Machinery Co., Ltd., engines and general machinery. Sussex Manufacturing Co., Ltd., refrigerators, school desks, school furniture, box shooks. W. B. McKay Co., Ltd., general merchandise. Fairweathers, Ltd., pipeless furnaces and general hardware. Sussex Mercantile Co., Ltd., general merchandise. Wallace Machinery Works, Ltd., boilers, root pulpers, threshers, wood cutters, mill supplies. This advertising all appeared on the same page, together with particulars of the fair.

A fair was also held at Loch Lomond, N. B., last week, and reported to have been very successful. The exhibits at this fair were mainly of interest to farmers, but many St. John merchants visited the Agricultural Hall in which the fair was held, and in several cases were the donators of prizes.

The coal situation in St. John is none too bright, but might be much worse. The situation has been greatly relieved by shipments of Welsh coal, a large amount of which local merchants have already on the way here. Samples of this coal has been tried out in self feeders, and found to be quite satisfactory. There had been some little doubt about this coal burning in a self feeder, and the first lot that came here was looked upon with a little suspicion by householders who were dependent upon feeders for the heating of their houses. The owners of furnace heated houses however, readily bought the Welsh coal, and since the demonstration, orders are now being placed for this coal for feeder use.

Messrs. McAvity and W. H. Thorne have been urging their customers, through their local newspaper advertising, to use electric heaters and oil stoves during the first spells of cold weather, and thus save their "precious coal" for the zero weather. Emerson & Fisher, Ltd., have been advertising that wood can be burned in their pipeless furnace.

The big event in St. John this week will be the convention of the Provincial Branch of the Retail Merchants' Association, to be held on Tuesday and Wednesday, October 10 and 11. It was announced that Hon. Fred Magee, of Port Elgin, N. B., would be one of the speakers at the banquet which is to be held at the close of the convention. Hon. Mr. Magee is one of New Brunswick's most successful merchants, and has taken an active interest in the workings of the association. Hon. Fred Magee is known to the hardware trade throughout the province, and many of the St. John hardware merchants are looking forward to Mr. Magee's visit.

Hon. P. J. Veniot was in St. John last week and talked regarding a business boom in Bathurst, N. B. The Minister of Public works said that building

operations in Bathurst during the past summer have been on a large scale. Many dwellings have been erected, and a new theatre built, replacing the one that was destroyed by fire last spring. The new hotel being erected will be completed by about December the 15th, and the Bathurst Lumber Co. are now working on their foundation for the newspaper mill. There are now more than one hundred men employed on the job.

The new skating rink at St. John, N. B., will be opened on November 6, Thanksgiving Day, by a big athletic meet. The building of this rink has employed a good deal of labor during the past few months. Howells Frechette, chief of the non-metallic minerals, ceramic and road materials divisions of the federal department of mines, was in St. John last week, after a short tour of inspection through the province. He stated that the limestone found in New Brunswick was a very good material for road construction, and for some purposes it was better than trap rock, which has always been considered to be the best.

The following are prices quoted to the trade up to October 9:

Black pipe, per 100 feet, ¼, 4.23; ¾, 4.32; ½, 5.57; ¾, 6.83; 1, 9.59; 1¼, 12.93; 1 1-6, 15.52; 2, 20.89; 2½, 33.03; 3, 43.20; 3½, 55.66; 4, 15.93; 4½, 76.80; 5, 89.54; 6, 116.47. Galvanized pipe, per 100 feet, ½, 7.60; ¾, 8.55; 1, 12.13; 1¼, 16.66; 1½, 19.92; 2, 26.81.

Blocks, common single: 3, .55; 4, .65; 5, .70; 6, .85; 7, 1.00; 8, 1.25; 9, 1.40; 10, 2.60; 11, 3.40; 12, 3.40.

Blocks, common, double, japanned sheaves: 3, 1.00; 4, 1.20; 5, 1.35; 6, 1.55; 7, 1.85; 8, 2.20; 9, 2.60; 10, 3.45; 11, 5.70; 12, 5.70.

Blocks, patent, single, galvanized sheaves: 3, .95; 4, 1.00; 5, 1.10; 6, 1.30; 7, 1.45; 8, 1.90; 9, 2.15; 10, 3.00; 11, 4.50; 12, 4.50.

Blocks, patent, double, galvanized sheaves: 3, 1.70; 4, 1.90; 5, 2.00; 6, 2.45; 7, 2.85; 8, 3.55; 9, 4.00; 10, 5.10; 11, 7.85; 12, 7.85.

Light Manilla paper bags quoted in full packages, add 10% for less than full packages. ¼ lb., .70; ½ lb. .84; 1 lb., 1.05; 2 lb., 1.35; 3 lb., 1.68; 4 lb., 1.97; 5 lb., 2.16; 6 lb., 2.94; 7 lb., 3.32; 8 lb., 3.86; 10 lb., 4.43; 12 lb., 5.13; 14 lb., 5.83; 16 lb., 6.32; 20 lb., 7.72; 25 lb., 8.42.

Framed buck saws, No. 50, 15.58; No. 45, 16.32. Buck saw blades, No. 26, 8.10; No. 45, 7.43. Saw rods 2.00. Saw frames, plain, No. 4, 3.60. Saw frames, red, No. 04, 4.10.

Game traps, Victors, 0, 1.90; 1, 2.20; 1½, 3.40; 2, 4.65; 3, 7.80; 4, 9.50; 91, 3.50.

Game traps, Star and Jump, 0, 2.50; 1, 2.80; 1½, 4.05; 2, 6.25; 3, 8.45; 4, 10.00.

Vancouver, B. C.

General Improvement Noted in Coast Hardware Trade: Prices Still Climbing

VANCOUVER, B. C., October 12.—A general improvement in lines associated with the hardware trade on the coast is reported this week. Some complaint is heard, however, as to deliveries from the east. It appears from advices received that manufacturers are still behind in their orders, due to the coal and rail strike and that preference is still being given contracts on which a premium was paid. Steel goods are mostly affected, it is stated.

The trend of prices continues upward, there being little indication of a lower list on anything of prominence. This week wire nails were advanced ten cents per hundred and almost the entire line of tinware and graniteware has been boosted ten per cent. Padlocks are the same percentage and plated butts have been jumped two to four cents per pair.

Unsatisfactory prices in the Okanagan for apples, from the growers' standpoint has had the effect of curtailing travellers' trips into that territory although in one or two instances representation is held on a commission basis. The growers are staging a "B. C. Apple Week" here, and are hoping to help marketing conditions to the extent of twenty carloads.

One of the interesting announcements of the week is made by the Electrical Service League of B. C., which from October 11 to 28 will exhibit on Shaughnessy Heights a model electrical home. The stated object is to show how electrical wiring should be done and how the home can be illuminated with the greatest efficiency and at minimum cost. A feature is the master switch which, pushed in one of the bedrooms, lights every outlet throughout the building and verandahs. This, it is stated, will be of special service in securing the hasty departure of possible prowlers whose yearly operations have started.

Members of the B. C. Hardware Club surprised their New Westminster friends this week when they announced that instead of the regular meeting, they would meet in banquet style in that city. W. C. Stearman of Vancouver, proved an ideal toastmaster. During the evening short addresses were delivered by Mr. Diplock, of the Steel Co. of Canada, Montreal, G. T. Elson, B. C. representative of Marshall Wells, Ltd., Ald. W. R. Owen of Owen and McCallum, of Vancouver, Chas. Snell of the Dominion Cartridge Co. and Harry C. Martin of Martin, Finlayson and Mather, Vancouver. Musical numbers of a high order were rendered by Royal City Artists while the Vancouver delegation took over Billy Menzies, a popular comedian of Vancouver, associated with the Crane Co.

Calgary, Alta.

Seventy-Five Per Cent. of Threshing in Western Provinces Now Completed

CALGARY, Alta., October 12.—A general review of the building activities of the 1922 season seems to warrant the claim that more buildings of the small and medium type have been erected this year than in any year since 1913. This probably is true but it may seem surprising to local people because of the quiet manner in which the work has been carried out. This does not mean that contractors have been busy, nor have the contractors in the mechanical trades been busy. It probably does mean that the season would have been a good one for all concerned in the trade if the work had been confined to the legitimate contractor, the legitimate plumbing and heating shop, paint shop, and tinsmithing shop. Unfortunately these trades have been up against a class of competition who seem satisfied to make wages on a job; have no overhead and probably do not know what it means; men who get a few jobs and are not heard of again; with the result that the regular trade has had to take on work at a price that shows much less than what might be considered a reasonable profit. This condition seems general throughout the building trade and the hardware merchant has been affected along with the other trades. The regular contractor has to offset his overhead by buying cheaper than the opposition who had no overhead and the hardware man had to recognize the position, and help out as best he could his regular customer. The net result is that on a very satisfactory aggregate of turnover, the profit throughout the trade has been less than what would be justified. A remedy for this condition is considered very necessary not only to the contracting trades and the hardware man but also to the supply and jobbing houses, and it is to be hoped that the winter season will not be allowed to pass without some concerted action on the part of all interested that will bring the necessary spirit of co-operation that will bring about the desired end.

Quite a distinct improvement in the

movement of seasonable lines has been noted this week. A couple of days frosty weather, accompanied by a little snow, which disappeared the same day, has started a general movement to prepare for winter and shopping is noticeably brisker. Stocks of fall goods are well assorted but light, and jobbers report quite a spurt in both travellers' and mail order business.

Threshing is fully 75 per cent. completed and reports throughout the province indicate a large acreage of fall plowing. Weather has been most favorable for this work and full advantage seems to have been taken.

New prices were issued this week on boilers and radiators. On boilers the f. o. b. prices at Calgary, Edmonton and Lethbridge show a small reducton on most of the sizes. Round hot water boilers are now 52 per cent. off list, and round steam boilers with Alberta Government trimmings, are net list. Square hot water boilers 15in, are less 3 per cent.; 19in. to 36in. are less 8 per cent. and 48in. are net list. Square steam boilers with Alberta Government trimmings, 15in. are less 3 per cent. and 19in. to 48in. are plus 4 per cent. on list. Radiators on the other hand show a slight advance of between three and four per cent.; new prices issued being as follows: Hot water radiators 38in., $57.00; 32in., $62.70; 30in., $65.55; 26in., $68.40; 22in., $74.10. Steam radiators 38in., $56.00; 32in., $61.60; 30in., $64.00; 26in., $67.20; 22in., $72.80. Wall radiators 7 and 9 feet $63.00 per 100 feet.

Boat and bridge spikes have taken on higher manufacturers' levels and prices in effect at Calgary, Edmonton and Lethbridge are as follows: ¼ x 4, $9.10; ¼ x 6, $8.60; 5/16, $8.10; 3/8, $7.85; ½, $7.60; ⅝, $7.60; ¾, $7.60 per 100 lbs.

Bench axes are reduced from 50 per cent. off to 52½ per cent. off with a plus in each case of 50 cents per dozen. Demand has been quite active from the railroad companies and from the elevator builders.

After about three weeks' steadiness, linseed oil again appears in local market changes; this time with a decline of three cents per gallon making current quotations at Calgary, Edmonton and Lethbridge $1.16 on raw and $1.19 on boiled. Distribution is lessening with the advancing season and stocks in the retailers' hands are considered low.

A decline of ten cents a gallon is noted in wood alcohol. Prices on this line have been steady over a period of some months. Demand continues very fair with stocks low. New prices issued are $1.80 in barrels, including barrel, and $1.90 in less than barrels with containers extra.

Certain lines of padlocks reflect factory advances of about ten per cent.; and Mrs. Potts' irons are higher. Polished are now quoted at $2.35 and N. P. at $2.45. Advice has just been received of a drop in price of Ingersoll watches which represents a decline of between 20 and 25 per cent. The new prices will be in effect for the coming week.

Hamilton, Ont.

Activity in Fall and Winter Hardware Lines Now Steadily Progressing

HAMILTON, Ont., October 12.—The numerous developments and price changes of an upward nature which occurred during recent weeks, serve to attract special attention to the primary elements underlying this movement. Following a more or less general deflation extended over a period of twelve to fifteen months, there has now developed a marked tendency to increase quotations on numerous hardware lines, this secondary period of inflation commencing in the basic steel markets and extending to practically all manufactured steel products. The effect of this rising level in commodity prices is described as merely an incident in improving times, but the probable duration of the cycle is of direct interest to every retail merchant. The maintenance of higher wage levels in the coal and steel industries, as well as in transportation work, places production costs of numerous lines on a relatively higher level than that previously anticipated by many manufacturers.

Activity in Fall and Winter goods is described as progressing steadily and with the approach of colder weather, a marked improvement in the movement of such seasonal lines is looked for. Wholesalers and manufacturers state that retailers are purchasing in larger quantities than has been the case for some time past, while many are exhibiting a tendency to contract for requirements ahead. This factor is attributed to represent increased confidence of the buyer in the rising market, coupled with the retailer's faith in the ability to satisfactorily dispose of such stocks.

Price revisions on the current hardware markets are again of a varied nature, but, as has been the case during recent weeks, the number of advances is far in excess of the reductions. There has been a lull in the activity on the domestic bar iron markets, and, while trading in sheets is still reported brisk, the march toward higher quotations has halted, temporarily at least.

Some improvement is noticed in collections but the movement so far is more of a spotty nature than a general one. Quiet confidence, however, is expressed that the crop returns will go a long way towards putting general business on a better basis.

Merchants feel a cold spell is needed before the regular movement of seasonable lines hits the usual stride. Retailers are still using more advertising space than usual and show an inclination to force interest in general lines to tide over the between seasons quietness. Business in points outside the cities is improving.

There is still a good fall trade generally recorded for many lines of builders' hardware, including locks, butts, glass, nails, roofings, building papers, sash cord, sash weights, paints and varnishes.

Pittsburg, U. S. A.

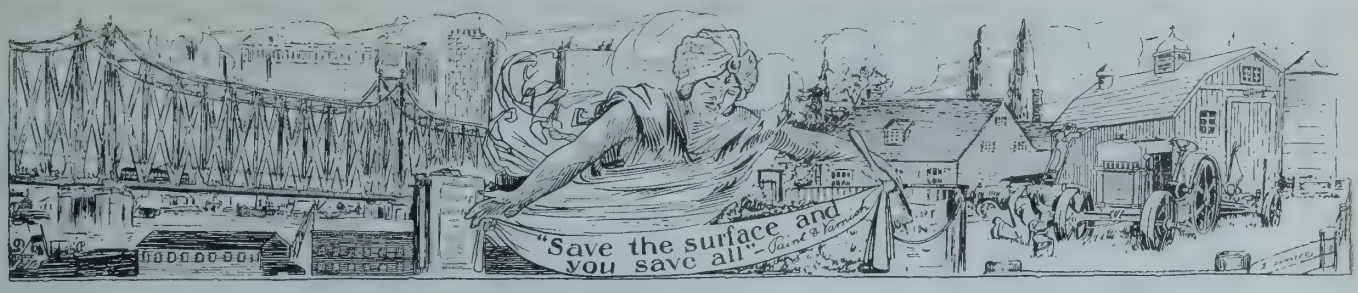
Steel Production Recovering From Effects of Coal and Rail Strikes

PITTSBURG, October 12.—In the recent rail buying movement, produced by the rail mills announcing an advance in price from $40 to $43, effective October 1, and proposing to enter orders previously at the old price, considerably more than 1,000,000 tons was secured by the mills, while at the same time there was heavy buying of joints, spikes and tie plates. The total of all this business is estimated at about 1,500,000 tons. The object of the mills in making this offer was to secure winter and spring rollings, there being a stipulation that the rail should all be taken out by July 1, 1923.

Shipment Problems Serious

At the time the offer was made, about a month ago, it did not appear particularly probable that the steel mills would stand in need of orders in the winter, and some surprise was expressed at the offer on that account. It was clear that the price advance was justified by circumstances, as the $40 price seemed somewhat low a year ago, while now, on account of heavy wage advances, the production cost is higher and, in some quarters, it was considered strange that the mills should not advance the price first and then let the orders come when they would. Now, however, all the indications are that in the not distant future the mills will need orders. For about six months, and until a fortnight or so ago, the mills were straining every nerve to produce every ton of steel possible, fuel supply being the limiting factor. Then there was a sudden shift. Now, the chief point is to get cars in which to ship the product. In general, consumers want more steel than the mills are able to ship. When transportation improves, or when the advent of winter brings about a lower rate of consumption, orders will be in demand.

The car shortage is quite serious and the mills are complaining loudly.



Can a Man be a Christian and be in the Paint and Varnish Business?

Sermon by Russell H. Conwell in the Baptist Temple, Philadelphia

IN the 90th Psalm is my thought of this morning. It is a beautiful verse, a prayer to the Lord.

"Let the beauty of the Lord, our God, be upon us; and establish thou the work of our hands upon us; yea, the work of our hands, establish thou it."

Oh, Lord! Transfigure our every day work!

I received a letter that interested me very much, from a young man who had entered into the paint and varnish business, and who says that he is of a practical and spiritual turn of mind. He criticized some expressions I made a while ago and said, "You cannot be a Christian and remain in the paint business." When his assertion, from his experience was set forth so strongly without any conditions, it was as amusing as well as alarming. If Christianity is to be of any value at all, it is to be found in everyday experience. Christianity is one of the things to be found in the paint business, and my friend asserted that if anybody could find it in the paint business, he could find it in any other. I am at the basis of my thought at the beginning. I do not need to argue, but I do need to talk with you in the plainest everyday manner and if I can escape any look of an attempt at eloquence or sermonizing, I want to do so. I leave this thought with you which I believe will help you. It has been exceedingly helpful to me.

Can a man be a Christian and be in the paint and varnish business? From the beginning I take another view of it, which is one that appeals to our common sense. "Can a man succeed in the paint and varnish business without the spirit of Christ?"

Now Christianity enters into that business which I use only as one illustration of the general rule. If a man is opening a store for the selling of paints and varnishes, (or any other article) he must seek a location where he will be of the most use to the community, and reach the largest number of customers. He will seek it not only from a selfish motive, but will seek it to do good. If he is going into any business, it ought to be beneath any Christian's choice to take anything that does not throughout every day of his experience help other persons. "Inasmuch as ye have done it unto one of the least of these my brethren, ye have done it unto me." A man's business, or a woman's business, should have for its first and foundation thought, the reaching of the largest number of people, and doing as much good as possible, consequently a man looking for a location for his plant or store, should find one that is readily accessible from the community and to the community. That would be a Christian thing to do.

Where Christianity Comes In

Then a man should enter into business with a view to purchasing paint and varnish. Now what has Christianity to do with that? Everything. In the first place every single keg of white lead furnishes labor to some poor men who are in need of money to support their families and educate their children, and the man should buy paint with that further view of hoping and believing that if he purchases that paint it will help to support people who would otherwise be out of work in that kind of business; that it will furnish labor to the men in the mines and in the factories who prepare the white lead in putting it up in packages, and those who transform it into such shapes as to make it usable. It is Christian duty to go into such business that he may furnish labor, honest labor to the working man who prepares these things for sale. As a Christian he should go into business with the determination to maintain strict honesty. He should be very careful not to purchase white lead, or any other preparation for paint that is not honestly prepared. He should only encourage those that do honest work, that prepare the paint carefully, and accurately and skilfully and bring out those color combinations which will stand the test of time. We must encourage honest labor, and consequently he must not purchase any goods of any firm, or support any labor, that is not honest, if he can avoid it. He should insist on honest men doing honest work, consequently he must examine carefully to see that he is not deceived and that he does not get inferior paint. "Be not overcome of evil, but overcome evil with good," and be very careful that you are not deceived in purchasing anything that is not worth what it was represented to be. That is Christian. With that spirit a man does not buy things that will not sell. In that spirit he preserves not only his own reputation but the reputation of those who supply him with the goods to sell.

Paint and varnish serves three different purpoes. In the first place it furnishes a decoration that may be beautiful or otherwise, as it is put on, or as the colors are prepared. In the next place it is preservative of the wood which it covers, or the other substance over which it is spread. Not only is it decorative or preservative, but it is a disinfectant, and a healthy thing to bring into the community. The man who goes into the business with a Christian view of it will think of all these things and be sure to secure lead, and oil and gum for varnish that will work out what it is intended to do. "Provide things honest in the sight of all men." Where can you find a better argument for a safe business than that a man should buy lead, and oil and gum and pigment with the Christian intention of doing good?

Transaction Should Do Good

A man entering the paint and varnish business must look on all sides to be sure that his transactions are doing good. Many of you have seen a beggar with a lead pencil who asks you to buy that lead pencil for charity, because he needs the money. You buy a pencil and credit yourself with having done a deed of charity, but there is no more charity in buying a pencil or those things which a beggar offers you than in buying an honest bill of goods and giving a fair price for them. There is charity. The largest possible charity is there. He who buy goods for the purpose of doing

WHAT PAINT MAN THINKS OF DR. CONWELL

Drawing attention to the sermon outlined fully in this article, Ernest T. Trigg, prominent in the paint and varnish industry, states as follows:— "In Philadelphia we have one of the finest characters in the world. Dr. Russel H. Conwell, the pastor of Grace Baptist Church and the president of Temple University, an institution created by himself, which affords to a present enrollment of over five thousand deserving young men and women an opportunity to secure at a very modest cost an education equal to that gained in any of our great Universities, is a man well along in the eighties who has devoted all of his life to making the world a better place to live in."

good to the seller is in a larger measure a Good Samaritan of the world than he who buys a beggar's lead pencil. The man who thus conducts his business keeps a spirit of Christianity. He must keep that purpose, that heart, that intention of doing the world good in every transaction in his store.

Then when he opens his store he must have employees. Here is another great test of Christianity, and when a man opens his store if he is a Christian man, goes to church regularly, prays a good deal, and hears the gospel continuously, some get the idea that they must hire Christian people who are poor, even though the employees do not know anything about the business at all. He is often under the impression that he is under obligations to employ only the poor in his store. He is short sighted who takes that view of Christianity. Such a man should have no hope of succeeding in that way. It is his duty both to his customers, and to those from whom he purchases goods, to get the very best salesmen he can put into his store, and if he gives away to the sentimental, and hires men who cannot do anything, he is all wrong in business generally, and usually a failure. He must be wise enough to secure the most talented employees, and also employ honest Christian men—Christian men in spirit and character, in his store. He must be careful as to employ skilled persons in his establishment. That is Christian. And if it is Christian it is good business.

Satisfied With Fair Price

When a man begins to sell his goods and finds out what he has to pay for paint of various kinds, then he figures out what it will cost to carry on that store, to pay honest and fair and living wages to his employees, and provides for overhead expenses. And then he adds a fair profit—not the profit of the profiteer, not taking advantage of customers' necessities and charging them more than the goods are worth. But ever truthful and honorable, seeing that he is entitled to honorably enlarge his business and supply employment for the people, and do more good with the paint. He must be satisfied with a fair price and then look every man in the eye, and in the sight of God with a clear conscience say, "I am making money on this. I don't want you to think that I am deceiving, I want you to understand that I am getting a fair profit." One of the greatest difficulties in Christian business, is that men are continually plotting, setting their prices in accordance with the extreme needs of the customers with whom they are dealing, without considering what is a fair price and profit to make in the business. I don't believe any man has ever gone into business in this land, with that principle of insisting openly on a fair profit, but what he succeeded in business and beyond what he had himself foreseen.

Then think of the great opportunities to do good that come to any honest business, especially the paint and varnish, as the customers come into the store. Every one of them furnishes a missionary opportunity. Everyone of them that comes in to buy paint, not only comes to buy what he needs but he comes to find a Christian influence. And if he comes into that store and says, "My house has never been painted, it looks bad; my children are ashamed of it; I want to have it painted, for the influence it will have on the children and on the community, and he finds that in that store the owner or the clerks take a kind interest in his affairs, see how he is situated; see what he most needs; see that he is furnished with that which will cover his house the cheapest, and at the same time safely and permanently—that merchant is not only making a profit in his business, but he is helping to build a Christian character, which is the first essential of Christianity. Business shows forth character as nothing else does. Christianity is character and character is in honesty. If that customer took home a can of paint which perhaps was mixed that he might apply it himself, and had received instructions from the owner, or the salesman as to its application, and concerning the various kinds of brushes, he has received more than paint. After he has finished the painting of that house and sees what an effect it has upon himself and his children and the community, he goes back to the paint store with a feeling of gratitude; he has met with a Christian man and he is dealing with a Christian firm. The next opportunity that comes he brings his friends to this store and other missionary opportunities follow that directly.

Understand the Value

If a man would sell paint and varnish —as paint and varnish are in my mind— he must understand the value of it; he must understand its power as a beautifier. Paint is simply a chemical combination which when applied to a surface, in proper combination, carries to the eye a keen satisfaction through the various shades and colors and as we appreciate them we grow in appreciation of all beautiful things and consequently recognize the wonders of God. If I had time I would like to talk for an hour on this subject, Paint and Varnish, and show how we increase in our appreciation of the beautiful through the means of it.

The wonder of Christian education is that so few have thought of the beautifying character of paint; paint that covers every natural thing in the world almost; paint that covers every church, and paint that produces again for lifelong treasures the faces of loved ones that have departed.

When I read the other day of the offer of $1,500,000 for Rembrandt's painting, "The Descent from the Cross," I felt that while it might perhaps be wiser to give that money to the poor, nevertheless it does give a hint of the great value of paint. In the sale of the painting "The Descent from the Cross," you have a good illustration of what a business man can do with paint if he will only study the subject as it should be studied.

The first time I saw "The Transfiguration of Christ," by Raphael, at the Vatican of St. Peters at Rome, tears streamed down my cheeks. I had read about it, lectured about it, and I expected to see something exceedingly fine, but when they opened that enclosure and swung out that wonderful picture into the light that had been prepared for it, it overcame us all. I happened to have charge of a company of people who were touring in Rome but who had never seen "The Transfiguration" by Raphael. As I turned around to look at that silent company I saw them all in tears, as they looked upon the form of Christ.

Oh! What paint can do! How it fills one with a sense of the sublime. Even the body of Christ Himself transfigured by the Spirit of God. Oh I should like to be transfigured by the Spirit of Christ. That men may see Christ in me as they see it in that picture before which we stood and wept. I have seen that picture many times since, but never without tears, and I have just wondered how could Raphael produce those combinations of paint that have brought out such an expression of Divinity, such an impression of sublimity and a beauty like that! No, the man in the paint and varnish business who does not look beyond the kegs and cases of things around his store does not have a transfigured life. But he will have the transfigured life who understands how paint will bring out for mankind one of the greatest gifts of God, a Love for Christ Jesus Himself. No man views the "Transfiguration of Christ" who is not changed in his life and character.

What Paint Can Do

I looked upon Da Vinci's "Last Supper" and as I looked at those wonderful figures of the Apostles, they grew more fascinating and interesting and I thought that any one who has not seen Da Vinci's "Last Supper" has a very faint appreciation of what paint can do for the world.

An old man came from Nevada two years ago into the mountains of Massachusetts where his old mother lived. He had not seen her for a long time, but she was still in the old home. It was an old bungalow cottage that had never been painted. It was very shabby in many places, when he came home. He looked it over and he decided he would do what he could to help his old mother and fix up the cottage for her.

(Continued on page 58)



R. J. WALKER

Recently appointed sales manager, International Varnish Co., Ltd., Toronto, as announced in the September 2 issue of Hardware & Metal.



SERVICE



CONFIDENCE



FAIR DEALING



WE INVITE YOUR COMPARISON

Soliciting business on "faith" is no longer necessary. The merits of a Paint and Advertising proposition can be compared and tested for RESULTS as truthfully as any other commodity. It might pay you to hear our proposition.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If Interested tear out this page and place with letters to be answered

CAN A MAN BE A CHRISTIAN?

(Continued from page 56)

He said to her, "What can I do for you mother?" She said, "Paint the cottage for me." He said, "Why mother, that is not the best way to invest money. It ought to be improved and some changes made on the inside." "No," she said, "for your father's sake and for your own sake and for my sake, won't you paint the cottage and let me feel that it is going to have a charm for the community in the days that I remain?" And the old man painted his mother's cottage, fixed it all up, painted it with the best paint that he could secure from a Christian dealer, and then as he bade his mother goodbye outside of the house, she said to him, "Whenever I look at this newly painted cottage I will think of you and I hope you will come back to look at it yourself. I wanted it painted because I thought it would have such an influence on the village. It reflects so much of Christian character." The neighbors came to inquire about the newly painted house and she told the neighbors that she was sure it was real Christian paint, that her son put it on because he loved her, and because she loved him. Because he loved her, he had gotten the best paint that could be secured in that little village. All the neighborhood when they saw the beautiful painted cottage were ashamed of their own cottages and all around stretching out into the township they began to paint their cottages and things began to brighten up, and cheer up, and people were more prosperous because of the brightness of the new paint. They began to go to church more than they had been accustomed to do, and people who had never been to church started to go because of the influence of the surroundings. That painted cottage was like a Christian character in a community and it changed the lives of many people.

In every business (not only in the paint business), there is a Christian possibility of being transfigured. As I have thought through the night of the home at Nazareth and the carpenter shop with Jesus in it, there has come to me continuously that whatever your occupation you can transfigure it if you will. I saw a discouraged school teacher yesterday. She said to me, "I have seventy-three children to teach this year, which is more than I ever had before and I don't see that I can possibly teach so many as that. I don't believe I can stand it. I am determined to try and find something else to do. I have come to you for help. I want you to find something else for me to do." I had been thinking of the carpenter shop in Nazareth and I said, "You need to transfigure your occupation. You need to have it all transfigured. Go back there to help those children and you will find that you are more interested in them than you ever were before." When I saw her brightened and cheerful face this morning, she said to me, "I am going to try it on Monday morning. I am determined that I will try to be happy and make them as happy as I can." Well now that teacher will go to school and there will be an entire change in her work. She will find that she has a capacity for work that she has never had before, and her seventy-three scholars will be crowding around her and will be trying to learn all they can to please their teacher. That life, that business, that profession is full of enjoyment that is transfigured whatever the business may be. If you are back in the kitchen, if you are caring for the house, whatever you do, do all to the Glory of God.

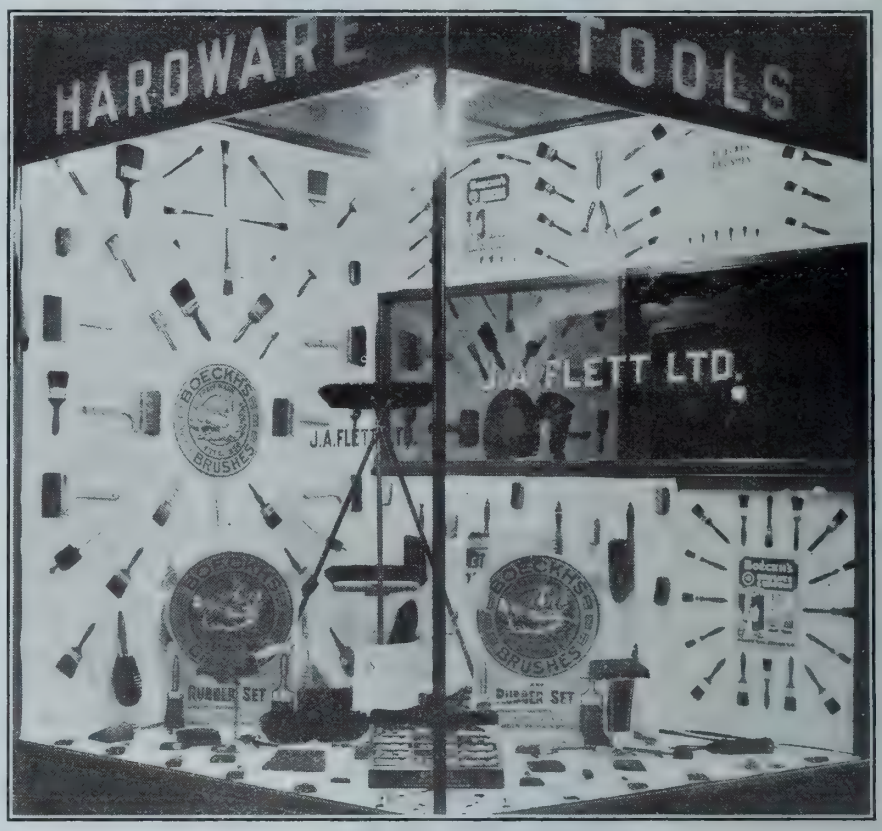
The 73rd Psalm which I read to you by providential request has the same thought running all the way through it that we are to put Christ into our lives. That means that Great Divine Spirit, that Spirit that carries the Divine Character with it. Look to God all the time and retain with God's divine gift your reasonable common sense, and your life will be so different.

If I could only this morning persuade you all to see this thought and live it, as I am not perhaps able to do myself. But I am going to try it, I will be glad that I lived to see forty years in your service, if you will see Christ in your business, see Christ in your home, and live for him and for the principles and teachings which He has set forth. God grant that my message may not be a formal one, but be received as that of a real and sincere friend.

Benediction

Now may the Grace of Almighty God fill us with thought of the necessity of living the Christ life all the time everywhere, whatever we do in the fear of God and for the benefit of humanity. Grant us that inspiration and enable us to carry it into practical affairs of everyday life, so that we shall not only work for Thee on Sunday, but that we shall serve Thee effectively every day of the week. We ask that benediction in Christ's Name. Amen.

The Brush Department



Many are the arrangements which can be made of brushes in the display window. This one by J. S. Gibson of J. A. Flett Ltd., Vancouver, B.C., is very effective. Use is made of white factory cotton in the background on which brushes are grouped according to their use. On the floor of the window a number of brushes are arranged effectively representing the whole variety. The impression conveyed to the passer-by through such a display is that this store attached a good deal or importance to its brush stock and was able to meet all requirements in size or type.

PAINT TRADE NOTES

The annual convention of the Sherwin Williams Co., will be held in Montreal October 17, 18 and 19.

The Canada Paint Co. will hold their annual convention in Montreal on October 18, 19 and 20.

Boeckh's Brush News

BOECKH TRADE MARK EST BD 1856 TORONTO

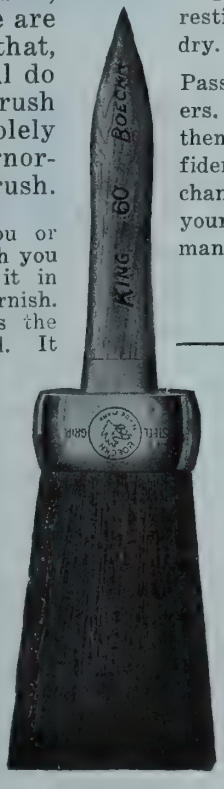
Helpful Sales Hints!

These Helpful Sales Hints are among the "little things that count" in selling Boeckh's Brushes. We pass them along to you feeling that, by telling them to **your** customers, you will eliminate much trouble for yourself, your customer, and us. These are just some of the little things that, if told to your customers, will do away with so many of the brush complaints that arise solely through the purchaser's ignorance of how to care for a brush.

We would suggest that when you or your assistants sell a Boeckh Brush you tell your customer not to soak it in water before using in paint or varnish. Tell him soaking in water causes the brush handle and setting to swell. It also injures the bristles — makes them flabby and "moppy." Tell him that when not in use, a brush may be safely suspended in coal oil for an indefinite period—but the oil should not be allowed to come up as far as the ferrule.

Moreover, impress upon your customer that the brush must be **suspended** so that it is not resting on the bristle. A good many painters, if intending to use brush again in same color, wrap the bristle end in brown paper before putting into oil. This is an excellent idea, as it holds the one color to the brush and makes it unnecessary to wash it before using again. And many of your Boeckh Brush customers will be glad to know that the easiest and best method of cleaning a paint brush is to wash thoroughly in coal oil or turpentine, then suspend it (with bristles down and not resting on anything) until thoroughly dry.

Pass these hints along to your customers. They will appreciate your telling them. It will win their instant confidence in you, in your store, your merchandise, and will do much to save you, your brush customer, and ourselves, many unpleasant explanations.



The BOECKH COMPANY, Ltd.
TORONTO, CANADA

Distributors:

MONTREAL: H. E. Smith Sales Company, 130 Craig Street, West.

WINNIPEG: Mr. J. B. Buckham, 664 Broadway.

VANCOUVER AND VICTORIA: T. S. Griffiths, 1080 Hamilton Street, Vancouver, B. C.

Makers of Everything in Good Brushes Since 1856

Weekly Paint Markets

Montreal

MONTREAL, Oct. 12.—Although no actual price changes are recorded on the local paint markets this week, the firm undertone of practically all lines attracts attention. Linseed oil prices are fairly firm owing to the present position of the flax seed market, and transportation difficulties from the head of the lakes. Space on the lake boats is almost at a premium, and the car shortage is also felt when shipment is made by rail. Turpentine continues on a strong basis both in the South and locally. Stocks are at a fairly low ebb, and while demand locally is only of a moderate nature the call for this product in the South is still quite active. Prevailing quotations on window glass are now described as firmer, and there is very little trace of unsettlement such as was evident earlier in the season. Shipments from Belgium are arriving in better volume, but stocks locally are by no means heavy, especially in some of the better selling cuts. Paint and varnish manufacturers state that fall business in general is progressing quite satisfactorily, the movement of ready mixed paint and white lead in oil now being fairly active. The undertone of the market in general is fairly firm owing to the continued strength of pig lead and other basic raw materials.

FLAX SEED TRANSPORTATION NOW A PROBLEM

Montreal.

Current quotations on linseed oil are unchanged this week with the flax seed market on a somewhat steadier basis. Minor fluctuations occur almost from day to day, but these are not sufficient to materially change the market situation. A factor now requiring the attention of local crushers is the question of seed transportation from the North West. Space on the lake boats is said to be almost at a premium because of the heavy grain shipments at this season, and on the rail route the shortage of cars is also being felt, one local crusher stating that in place of a dozen carloads which they hoped to have on the way this week they now learn that only three are available. This is only one instance showing the difficulties in transporting seed to eastern market centres. Unchanged quotations are as follows:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 02	1 04
5 to 8 bbl. lots, per gal.	1 00	1 02

Less quantities, add ten cents per gallon.

STILL STRONG UNDERTONE IN TURPENTINE MARKET

Montreal.

A strong undertone remains in the turpentine market, and although prices are unchanged locally, these are again very firm. There has been an increase quoted of five cents in some quarters, but other firms are maintaining former levels, and $1.80 is the most general quotation at the present time. Stocks remain at a comparatively low level, and certain distributors report that their supply had become depleted during the week but fresh shipments had arrived within the past few days. Generally speaking the trade as a whole is in much the same position, but because of lighter requirements, no scarcity is felt. Although stocks in the South are by no means heavy, there is no apparent shortage, and lack of interest on the part of local buyers and slower deliveries are said to be responsible for the present low state of local stocks. In Southern primary centres the market is still very firm with demand continuing active. Following are local average quotations:

TURPENTINE—

1 barrel lots	1 80	1 85
2 to 4 barrel lots, per gal.	1 78	1 83
Broken lots	1 90	1 95

GOOD MOVEMENT NOTED IN WINDOW GLASS

Montreal.

Importers and distributors of window glass state that the market has now taken an active turn, the busy season now being in full swing. This improvement in sales has steadied the market considerably, and prevailing quotations are described as fairly firm. Adding also to this tendency is the comparatively low ebb of local stocks. Shipments from Belgium are speeding up to an extent, but certain of the better selling sizes are short, temporarily at least. However, manufacturers on the other side are continuing to increase their output and before the close of navigation importers anticipate a further increase in arrivals from this source. The Belgian market remains fairly steady, and unless the franc again shows a depreciation a firmer situation is looked for during the following active weeks.

WHITE LEAD IN OIL ON STRONG BASIS

Montreal.

Although a very strong undertone remains in the white lead in oil market the chances of higher prices to the trade this fall are considered remote by manufacturers, notwithstanding corroders have advanced quotations on sales to them. Pig lead on primary markets has displayed marked strength in recent weeks and producers found it necessary to increase prices to meet the higher production costs. However, the fall season for this product is now fairly well over, distributors taking this into consideration, and from present indications appear willing to absorb their extra cost in the meantime at least. Current business continues fairly brisk but the season is recognized as fast advancing.

ACTIVE MOVEMENT NOW RECORDED ON PUTTY

Montreal.

Trade in putty is now very active, indicating that the usual active fall season has commenced in earnest. Prices remain unchanged at following levels:

PUTTY—

Standard, per 100 lbs.	5-ton.	1-ton.	Less.
Bulk, per 800 lbs.	$3 25	$3 50	$3 75
Bulk drums, 100 lbs.	3 75	4 00	4 25
Bulk drums or tins, loose 25 lbs.	4 00	4 25	4 50
Do., loose 12½ lbs.	4 25	4 50	4 75
Tins, cased, 25 lbs.	4 75	5 00	5 25
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Bladder barrels, 400 lbs.	5 00	5 25	5 50
Bladder cases, 100 lbs	5 25	5 50	5 75
5 lb. tins	8 00	8 25	8 50
1 lb. tins	10 00	10 25	10 50

Pure linseed oil putty, $1.25 per 100 lbs. advance over above prices.

Toronto

TORONTO, October 12.—The special features of the paint markets this week revolve around the undertone in shellac, turpentine and linseed oil fields, and the possible future trend of prices on these products. Turpentine remains on a firm basis, with no signs of easier levels in either southern primary centres or domestic markets. The fresh receipts are being absorbed by current requirements and it is stated that this condition allows very little opportunity for the increasing of stocks at production centres, such supplies usually being required during the winter months. The statistical position of turpentine is therefore considered strong.

Shellac continues to fluctuate in price and the current market is described as erratic and unstable. Linseed oil has registered very little change this week, flax seed being slightly improved and oil quotations steadier as a result. Window glass and putty are stronger, the busy season for these lines now being in full swing.

(Continued on page 62)

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

RAMSAY'S

Paints and Varnishes stand out in the minds of consumers everywhere as the goods they want, either for immediate or eventual purchase.

RAMSAY Quality, effectiveness, service and durability are so well known to the public that they have become a positive asset to the RAMSAY Dealer—

Write, wire or phone for full particulars regarding our Agency Proposition—Do not procrastinate further as this opportunity of representing us means increased sales and naturally greater profits.

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors :

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Revillon Wholesale, Limited, Edmonton, Alta.

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

REGINA, DISTRICT
Wood, Vallance, Limited, Regina, Sask.

NOVA SCOTIA
James Simmonds, Limited, Halifax, N.S.

If Interested tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 60)

TRANSPORTATION OF FLAX SEED RECEIVING ATTENTION

Toronto.

Flax seed is now reported on a somewhat steadier basis, and while linseed oil is moderately quiet, it is a shade firmer this week as a result. There has been no further change in prices, the current levels remaining fairly firm. Consumption is stated in certain quarters to be on the increase, and distributors report the outlook as brighter. The question of seed transportation is receiving the marked attention of crushers, it being reported that cars and shipping facilities generally are at a premium at this time of the year owing to the heavy grain shipments. Prevailing price levels on linseed oil follow:

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrels	1 05	1 08
3 to 4 barrels	1 04	1 07
6 to 9 barrels	1 02	1 05

Less barrels, 15 cents per gallon.

ERRATIC CONDITIONS NOTED IN SHELLAC MARKETS

Toronto.

"Unstable" and "erratic" are the terms applied to describe current conditions in the shellac markets this week. while some signs of improvement were recently noted in primary centres, this movement has failed to be of permanent duration and has generally been succeeded by a period of fluctuations. While no announcement has been made regarding lower prices on shellac on the local market, it is noted that certain distributors are quoting slightly lower levels. Distributors still look for improvement in this direction during the ensuing months. Following are the average quotations now in effect:

SHELLAC—		
In barrels	4 50	4 10
One gallon jugs	4 95	4 45

SEASONAL ACTIVITY IN WINDOW GLASS MARKET

Toronto.

Trade in window glass is now described as registering a brisk fall movement, and while the current volume is generally up to seasonal expectations for this time of the year, the immediate demand is said to be even slightly below the volume recorded during the past two or three weeks. Future sales however are expected to be heavy and marked activity in window glass is generally looked for during the ensuing weeks owing to the large number of houses and other buildings now reaching the stage of completion. No further changes have been announced in window glass, and it is stated the local situation is now strengthened as a result of the improved call, combined with a slightly firmer tone noted in supply sources. Quotations on domestic window glass have remained unchanged, while the opinion has been expressed that with the advent of colder weather, the call for window glass should register a corresponding activity and render stocks of imported glass none too ample to care for these seasonal requirements.

GOOD FALL MOVEMENT NOTED IN BRUSHES

Toronto.

Brush manufacturers and distributors report a fairly even demand for both painters and household brushes during the present season. It was stated that the general movement of these products had been more extended than usual during the summer months—a period which is usually more or less quiet. Therefore, the fall trade was not expected to be quite so heavy as might otherwise have been expected. Prospects are described as good, the volume of orders comparing well with previous records at this season, while a steady consuming demand is noted. The tone of the bristle markets remains on a strong basis, with no further changes having been made since the last general revision at the beginning of September.

STRONGER TONE IN WHITE LEAD IN OIL

Toronto.

A very strong undertone is noted at the present time in white lead in oil, this development being principally attributed to the upward trend of pig lead. No advance in quotations on white lead in oil, however, is in sight, current trade being described as good for the season of the year, but the big movement is now drawing to a close. No change has been made in prevailing price levels.

HIGHER LEVELS ON OIL AND TURPENTINE

Just as Hardware and Metal goes to press, announcement is made that Toronto prices on both linseed oil and turpentine have been advanced. Oil is higher by five cents per gallon, bringing quotations on raw to $1.10. The upward revision in turpentine is ten cents per gallon, bringing the current level to $2.10.

ACTIVE MOVEMENT NOW RECORDED IN PUTTY

Toronto.

An active movement is now generally recorded in putty, the seasonal fall trade in this commodity now being in full swing, according to reports received this week from local distributors. Prices are unchanged at the following levels.

PUTTY— Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls.	$3 70	$3 95	$4 20
100-lb. drums	4 20	4 45	4 70
25-lb. irons	4 45	4 70	4 95
Bladders in bbls.	5 45	5 70	5 95
Do., less quantities	5 70	5 95	6 20
1-lb. tins	10 45	10 70	10 95

Pure Linseed Oil Putty, $1.25 per 100 lbs advance over above prices for similar quantities.

FIRMNESS STILL EVIDENT IN TURPENTINE PRICES

Toronto.

Turpentine prices remain on a steady basis this week, there having been no change made in local quotations. The strong undertone noted during recent weeks is still in evidence, southern supply markets retaining an unusual degrees of firmness. Stocks locally are at comparatively low levels, but fresh shipments are reported on the way.

A review of southern production centres finds certain consumers of turpentine anticipating their future requirements in a moderate way. This is taken as an indication that the situation as regards supply and demand is being closely studied. Other distributors, however, are contenting themselves with the most limited buying that current needs will permit. Latest reports from Savannah indicate that prevailing requirements are sufficient to absorb the fresh receipts and thus prevent any increase in reserve stocks which are needed later on when the tail-end of the season brings a reduced supply of turpentine from the woods. In many quarters, therefore, there appears to be a firmly established conclusion that this product will be more or less hard to obtain throughout the winter months, although the moderate requirements during this season may offset to some extent these conditions.

TURPENTINE—		
1 barrel lots	1 90	2 00
2 to 4 barrel ots	1 89	1 99
5 gallon lots	2 05	2 15

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

Carload lots of 70 barrels, price on application.

FAVORED SAVE THE SURFACE CAMPAIGN COMMITTEE

The front cover of the September 30 issue of Hardware and Metal had been contracted for by Messrs. A. Ramsey & Son Co., Montreal, but in view of the fact that this was decided upon as a special Fall "Save the Surface" number, that firm very kindly consented to forego the arrangement and leave the position open for the use of the Save the Surface committee.

PAINT MAN HAS INTERESTING CAREER

Mr. Pearson has just turned forty years service with R. C. Jamieson & Co., Ltd., of Montreal, starting in the company's works in September 1882, and moving up in the service to his present position of Western Manager.

Ten years ago Mr. Pearson opened branches for his firm in Calgary, Alta., and Vancouver, B. C., moving with his family to the coast in 1912. The late Mr. R. C. Jamieson, prior to his death, allotted Mr. Pearson a block of the company's stock in recognition of long and faithful services.

Mr. Pearson has taken an active interest in public matters in the district in which he resides, Point Grey, (adjoining Vancouver), being councillor for several years and Reeve until his many friends insisted on him entering as a candidate for the Provincial Legislature in the elections of December 1920, when Mr. Pearson was elected by a handsome majority over four other candidates for the Constituency of Richmond, representing a population of over 30,000.



"Save the surface and you save all" *Paint & Varnish*



Moore's Paints and Muresco

Make Paint Departments Profitable

Does it show a constant and increasing profit? That is the only way to check up your paint department.

The dealer who handles Moore's Paints and Muresco, if he takes advantage of our sales plans and gives the line a chance to sell, will be able to answer that question with an emphatic "yes."

Moore's Paints include a product for covering every surface—the line is complete—and the nation-known Muresco wall finish rounds out the assortment.

These lines sell readily, give you a generous profit and, because of the satisfaction given, bring that, best of all business, repeat orders.

Moore Lines Include

Moore's House Paint	Morelustre Enamel
Mooramel	Saniflat
Floor Paint	Automobile Finish
Roof and Barn Paint	Shingle Stain
Impervo Porch	and Deck Paint

Benjamin Moore & Co.
LIMITED

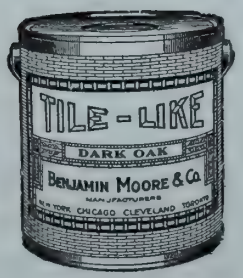
Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET









If Interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S, & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25 35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	183 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz.	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz.	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50 each	0 40
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 inch

Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40¼
Bbl. lots of 125 each, each	37½

F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.46.

Cut lace leather, Beardmore, $1.60 lb.

Cut lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen		
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List

Gilmour auger bits 25%

Do. special 40/5%

Do., car bits 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car Bits, 10 per cent.

Mephisto, electricians and expansive, net list.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%

Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜in. dia. and smaller long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 25%.

Coach and lag screws, 45 %.

Bolt ends, 35%.

Square head blank bolts, 35%.

Plow bolts, No.'s, 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%).

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00.

Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50.

—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

Wrought Steel—	
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.	
Per barrel	$3 63
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz., Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$16 25
T. F., No. 2	$17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

Fireweld	Proof B.	B. B.
⅜ inch	13 20	$15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion, $1.85 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont.	Toronto.
Casting ingot, see weekly report.		
	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain. 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 55c. per lb.; Nos. 8, 9, 10, 12, 55c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

The Modern Idea

of bringing brightness into dull rooms has trebled the demand for our famous

Luxeberry ENAMEL



Luxeberry gives a beautiful soft lustre, unlike the hard glare of other enamels. It comes in pure white, and six tints.

Stock up with this line and you are sure of satisfied customers and increased sales.

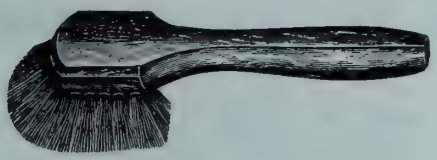
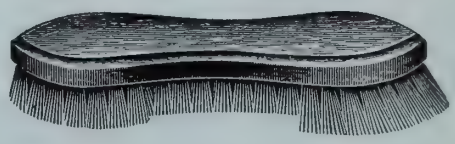
Write for prices.



BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

Walkerville - Ontario

BRANCHES :
Toronto Winnipeg
Moncton Montreal

Hand Scrubs--Bath Scrubs? Laundry Scrubs--Pot Scrubs?



We make the most complete line, and this is merely another reason why it pays to link up exclusively with the CANADA line. CANADA dealers with CANADA cooperation make real progress, sales are increased and dealers are established in a more satisfactory and profitable brush business.

Wouldn't you like to get our dealer proposition before placing your Spring Booking order?



Write

CANADA BRUSH COMPANY LIMITED

Head Office and Factory:
St. John, New Brunswick.
Montreal Branch: 17 St. Gabriel Street.

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe — Doz.
7 inch ... $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅝	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade ... .60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson ... .30|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps ... 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings ...	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron ...	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle ...	$ 7 80
For 17" Axle ...	8 10
For 19" Axle ...	9 70
Ball Bearing ...	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in. ...	21 00
Do., 9-16 in ...	33 00
Jute, 7-16 in. ...	19 00
Do., 9-16 in. ...	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL—

	Doz.
No. 21 ...	$10 50
No. 1 ...	13 50
Nos. 1½ and 61½	13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. ... 25 00
Do., 3-4½ lbs. ... 23 00
5 lbs. and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0 ...	13 75
Do., No. 1 ...	15 30
Do., No. 2 ...	16 25
Stearns, 4" ...	12 40
Do., 5" ...	16 60
Perfect, No. 1 ...	18 75
New Milo ...	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

No. 1 ...	9 75
No. 2 ...	10 75

HATCHETS, LATH

No. 3 ...	10 00
No. 4 ...	10 25

HATCHETS, BARRELING—

Nos. 50 and 60 ...	14 00

HATCHETS, CLAW—

No. 7 ...	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater ...	10 00
Heatray Heater	12 00
Majestic, 1 burner	10 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, net doz. $88.20.
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind — Doz. sets
Clark's No. 1 ... 1 90
Do., No. 3 ... ... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

	Strap Doz.	Tee pairs
Heavy in Bulk.		
4 inch ...	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch ...	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 °
6 inch	1.53	1 ₀

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz. ...	3 90	5 75
No. 3 per doz. ...	4 00	6 00
No. 4 per doz. ...	4 10	6 50
No. 5 per doz. ...	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron ...0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron ...1-8	6 90	7 15
Heavy iron ...6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60
Featherweight "X-L" steel 0-04	3 75	all sizes
Special-countersunk 1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set ...	$1 81
Potts' nickel plated, per set..	1 87
Potts' handles, japd. grs....	17 50
Common, per cwt. ...	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point ...	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard $0 44	
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft. ...	0 49
Single and Fruit Picking	
10 ft. to 16 ft. ...	0 26 0 28
18 ft. to 20 ft. ...	0 27 0 29
F.o.b. Toronto, Hamilton, London.	
Roped and Straight Extension	
20 to 32 ft. ...	0 30
36 to 40 ft. ...	0 33
44 feet, and over ...	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension ...	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — per doz.

Short or Long Globe, plain..	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs ...	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .. ..$1 05 doz.
3 doz. cases .. ..$1 10 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2 ...$	2 00
Do., No. 3 ...	2 50
Barn Door, No. 5 ...	3 00
Do., No. 8 ...	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric 125	00
Playtime, engine drive ...	27 00
Ideal Power	30 00
Sunshine	10 25
Popular ...	14 50
Economic	16 00
Puritan	19 50
New Champion ...	21 50
Home	21 50
Vacuum	29 00
Home, water motor ...	30 00
Whirlpool, water power ...	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric ...118	00
Beaver	26 00
Beaver, power ...	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric ...129	00
Mono-Vac, electric ...145	00

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz. .. ..$	9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen ...$	33 95
No. 8, dozen ...	44 90
Universal—	
No. 4, dozen ...	36 00
No. 8, dozen ...	48 00

MOPS— Doz. Net.

Liquid Veneer, Champion....	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles..	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor. ...	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

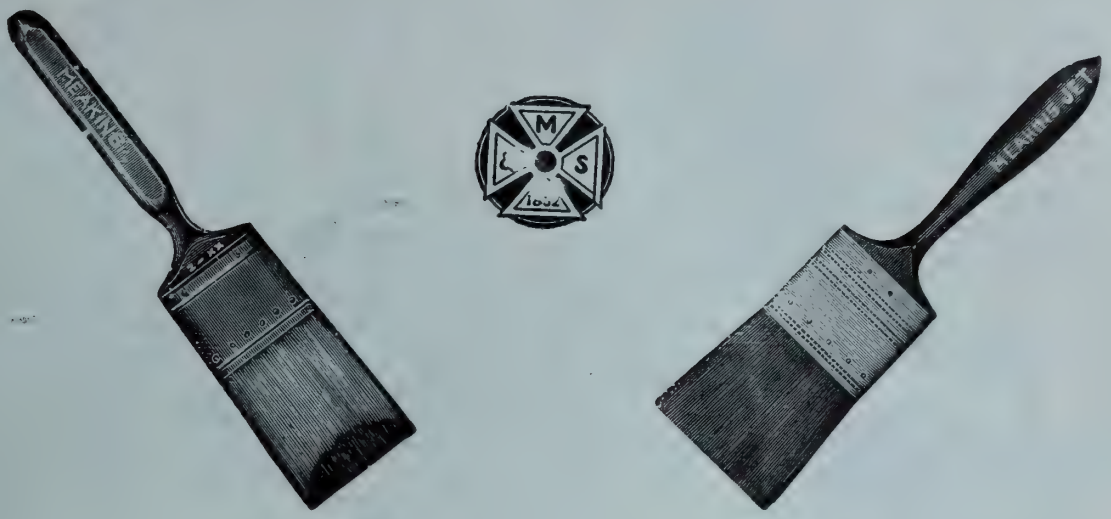
MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt...	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September, 19, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch .	$1 50	2¾ inch..	$0 30
1⅛ inch ..	1 40	3 inch..	0 20
1¼ inch . .	1 15	3¼ inch..	0 15
1½ inch ..	0 80	3½ inch..	0 10
1¾ inch ..	0 75	4 inch..	0 05
2 inch . .	0 60	4½ inch..	0 05
2¼ inch . .	0 55	5½ inch..	base
2½ inch ..	0 30	5½ inch..	base
		6 inch..	base



Sold only on a Quality Basis

Meakins Brushes are good brushes; they are built, essentially, for service.

Everything that goes into a Meakins brush is of a standard and quality that will endure and last and give one hundred per cent. service.

Never at any time, have we stressed prices, have we made an appeal for business on a price basis.

Our contention has always been that the hardware trade and the Canadian public are willing to pay a fair price for a satisfactory product; the experience of seventy years of making and selling brushes bears out this belief.

Yet our prices are no higher than obscure, little known brands.

Write for our 1923 *catalogue.*

Meakins & Sons Limited

Hamilton, Ontario

Warehouses:

Montreal, Toronto, London, Winnipeg, Calgary, Vancouver, Liverpool, England

If Interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b.
London, $3.75 base.
Toronto, $3.40 to $3.65 base.
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; **no freight allowance.**
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	**Per 25-lb. box**
No. 5	**$6 75**
No. 6	**6 50**
No. 7	**6 25**
No. 8	**6 00**
No. 9 to 12	**5 75**

Discount, 10%

"M.R.M" BRAND
Net Price List Per Box

No.	Lengths	of 25 lbs.
3	**1⅝"**	**$15 00**
4	**1¾"**	**10 00**
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
13 inch.... 2 65 60 inch.... 7 70
14 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch...12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch....9 90
1 inch mesh and 20 ga. wire
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch....20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	**0 67**
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribon—	
24 inch, per roll	**5 50**
36 inch, per roll	7 15
48 inch, per roll	**9 85**
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 33
Above prices net.	**Gallon.**
Black oil (summer)	**0.19.0**
Black oil (winter)	**0.20.5**
Capital, cylinder,	**0.69.5**
Mach. oil, reg. grades	**0.39.0**
Imperial gas engine oil	**0.59.0**
Paraffine	**0.20.0**
List, less 15 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	**1 00**
Polarine, heavy, list	**1 00**
Polarine special heavy	**1 00**
Polarine ex-heavy, list	**1 25**
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	**1 55**
Gargoyle Moboil, BB	**1 55**
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	**0 32**
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch sheathing, white	**5 50**
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	**5 50**
Imp. Gray sheathing	4 00
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt. 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	**0 14**
Barrels of 5 lbs., cotton lb.	**0 15**
In kegs, 125 lbs.	**0 16**
In 50-lb. boxes	**0 18**
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.	
Barrels (200 lbs. per lb.	**0 14**
2-lb. pkgs., case lots, lb.	**0 16**
1-lb. pkgs., case lots, lb.	**0 17**

PICKS—		
Clay	**Montreal**	**Toronto**
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES	Per case
5 gross, 4 in. (loose),	**$1 55**
4 gross (cartons), 4-in.	**1 60**
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 22

PIPE (Conductor)	Plain	List
2 in. in 10-ft. lengths, list,		**$16 40**
3 in., in 10-ft. lengths list		**22 30**
4 in., in 10-ft. lengths, list		**29 60**
5 in., in 10-ft. lengths, list		**40 00**
6 in., in 10-ft. lengths, list		**49 00**

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	**$13 25**
Navy pitch, per bbl.	**6 50**
Coal tar pitch, per cwt.	1 55
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN	
King of Field, doz.	15 75
Triumph, doz.	**11 00**

PLATES, CANADA		
Prices nominal.	**Montreal.**	**Toronto**
Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN	
20x28x100 lb. basis, box	$12 50
20x28IC. 112s. box	13 00
20x28 IX, 112s, box	**15 00**
20x28 IXX, 56s, box	**9 00**
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN	
IX, 20x28, 56s	**10 00**
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)	
IC, 14x20, 112 sheets	$11 50
F. o. b. Toronto or Montreal.	

POLISH (O-Cedar)	Doz.Net
4-oz, bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz. each	2 84

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	**3 75**
No. 159, galvanized	4 00

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		**6 00**
No. 80		**8 00**

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, **$6.00 base.**
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
Coppered Rivets, net extras 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; **heavy,** $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles	
4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	**2 65**
Do., 18 wide	3 10

Everlastic Liquid Roofing cement—	
Per gal., in bbls.	**0 70**
5 gal. cans	0 80
1 gal. cans, gal., doz.	**10 50**

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement	**Per lb.**
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

	per doz.
1 lb. cans	3 00
5 lb. cans	8 00
10 lb. cans	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE	
Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in., and up	0 41

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star. sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80|5%
Wood O.H., bright	77½|5%
Wood R.H., bright	77½|5%
Wood F.H., brass	75|5%
Wood R.H., brass	72½|5%
Wood O.H., brass	72½|5%
Wood F.H., bronze	70|5%
Wood O.H., bronze	67½|5%
Wood R.H., bronze	67½|5%
Square cap	55%
Hexagon cap	**55 %**
Coach or lag screws	**45 %**

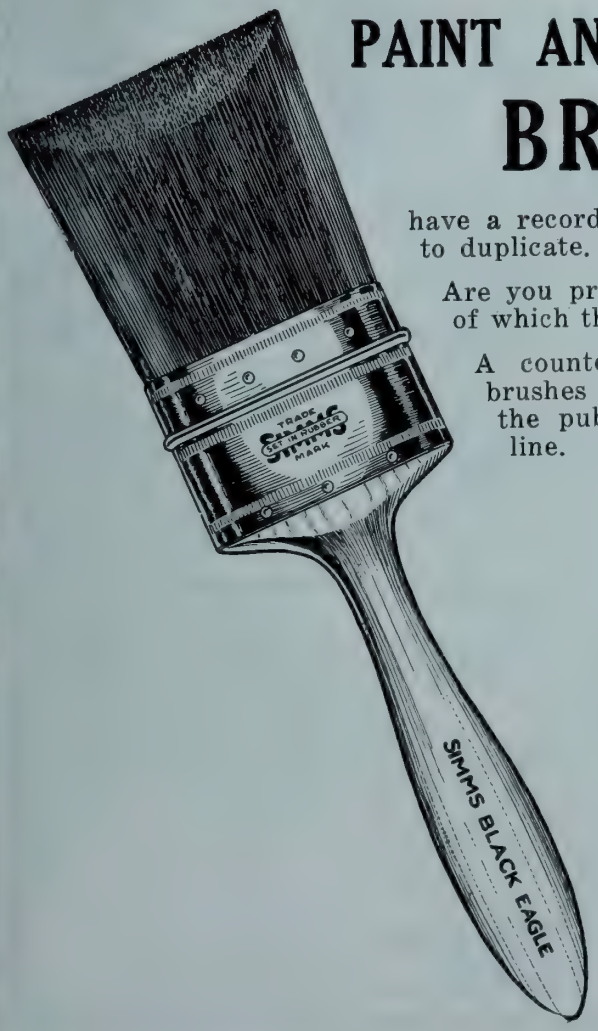
SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.



The best recommendation for Simms Paint and Varnish brushes is the increasing sale they enjoy. Years ago they made their appearance in hardware and department stores. Painters tried them once and almost invariably came back and asked for the same brand.

TRADE SIMMS SET IN RUBBER MARK

PAINT AND VARNISH BRUSHES



have a record of performance that is hard to duplicate.

Are you profiting by the quality reputation of which the Simms trade-mark is a symbol?

A counter or window display of Simms brushes will be a good means of informing the public that you stock this well-known line.

T. S. Simms and Co. Limited

ST. JOHN, N.B.

MONTREAL, TORONTO, LONDON, Ont., WINNIPEG



If Interested tear out this page and place with letters to be answered

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDELS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswel., doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630. only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
Stove pipe thimbles, 60 per cent.
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl.... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Round, plain, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply 0 54
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0 50
Do., 4 ply, lb. 0 53

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 80
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, plus 5 per cent.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH
Tor. Lon. Mont.
Section, 1 lb. per 100 lbs. $3 00 $3 50 $3 50
Section, ½ lbs. per 100 lbs. $3 00 3 75 3 50
Solid, 3 to 30 lbs. per 100 lbs. 2 60 3 15 2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18... .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount. 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60, 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels ...	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 380

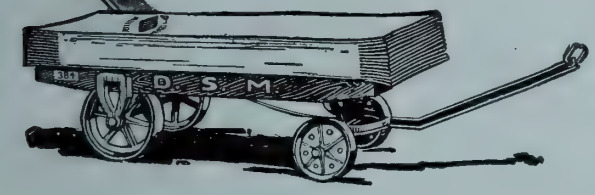
Then Came The Fire!

Buyers who think more of price than protection often fall for this **"fire retarding"** or **"fire resisting"** combination of paper, rags, tar and asphalt.

Barring their tendency to rot, tear, curl up, blow away and other like stunts, this paper or prepared roofing may be all right until some day when the fire rages—**then comes the real test.**

It takes 2,400 degrees of heat to affect a "Premier" Galvanized Sheet—that's four times as much as you could get in an open space. The farmers are needing sheet metal now—sell them something durable, economical and **absolutely fire-proof** and thus reduce Canada's enormous fire loss.

TINKER TOM.



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

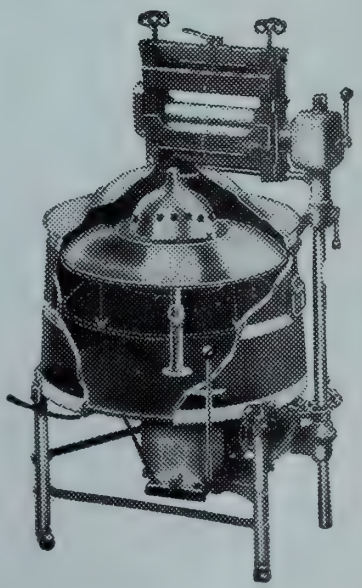
Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:
—Single large vacuum cup, of aluminum;
—Adjustable to size of washing;
—Heavy cypress tub **holds** heat, instead of radiating it as with metal;
—Driving gears under tub promote stability; all fully protected;
—Adjustable fourth leg, for uneven floors and draining off;
—Swinging, reversible quick-release wringer.



Attractive Folders (in color), for distribution to your customers, gladly supplied on request.

MAXWELLS LIMITED
St. Mary's, Ont.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE

Per lb. bbls.	0 07 0 08
Less quantities	0 10

COLORS (Dry)

Raw and Burnt Umber, 100 lb. kegs, No. 1	06-08
Do., less quantities	10-12
Raw and Burnt Seinna 100 lb. kegs, lb.	06 08
Do., less quantities	10-12
Imp. green, 100 lb. kegs	0 16
Chrome green C. P.	35-40
Chrome yellow	20-40
Brunswick green, 100-lb. keg	11-12
Indian red, 100-lb. keg	08-18
Lamp black in bulk	0.26
Packages	30-38
Venetian red, best bright	06-08
Do., No. 1	04-05½
Drop black, pure dry	18-20
Golden ochre 100-lb. kegs	0 08
White ochre, 100-lb. keg	0 06
Do., barrels	0 05
Yellow ochre, barrels	04-06
French ochre, bbls.	06-08
Spruce ochre, 100-lb. keg	06-08
Can. red oxide, bbls.	0 04
Vermillion, American	0 35
English vermillion	1 85

F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tins, gal.	3 75

COLORS in OIL, Pure 1-lb.

Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 35

F.o.b. Montreal. Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 6 40
Vitralite	7 93
Duralite, Imp. V.	6 10
Old Dutch, S. W.	6 36
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co. Glitrox	6 10
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 10
Hillcrest Sanderson's	5 50
Luxeberry	7 43
Agate, Ramsay's	4 55
Ripolin, Glidden	7 19

GLUE	Per lb.
English, sheet	24-30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	0 18 0 20
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs.	20 00
Case No. 8, 100 ½-lb. pkgs.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W. Green Seal, pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lbs. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.

Barrels, per gal.	$ 60
Half-Barrels, per gal.	0 65
5s and 10s. per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans. 1 doz. to case.	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, white	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, floor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN—	Per 100 lbs.
G., medium grade	$ 4 00
Water white	5 00

SHELLAC	Pure White	Pure Orange
In bbls.	4 60	4 10
Gal. jugs	4 95	4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors	Creams
Sherwin-Williams	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Creosote	1 50	1 65
Soligum	1 20	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O P W. Creolin	1 20	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 08
B. H. Maritime Spar	5 18
B. H. Hard Oil	2 76
B. H. Gold Medal	3 42
Elastilite, Imp. V.	3 95
Granitine, Floor Finish	3 95
Hydrox Spar, Imp. V.	5 00
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
Glidden Jap. Spar	5 79
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No., No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not, S. W.	4 03
Quick Action House	2 70
Rexspar, S. W.	5 07
Scar-Not S.W.	4 76
Lowe Bros., durable floor	4 60
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor	4 95
Luxeberry Light	4 56
Luxeberry granite	4 56
Luxeberry spar	4 73
Ramsay's Universal	3 80
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 00
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	2 30
Dougall Univarnish, clear	4 50
Dougall Transparent spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 100 lbs.) White	Colors
5 lb. pkgs.		
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.
300 lb. bbls.	7 00 8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkgs.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fanc, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

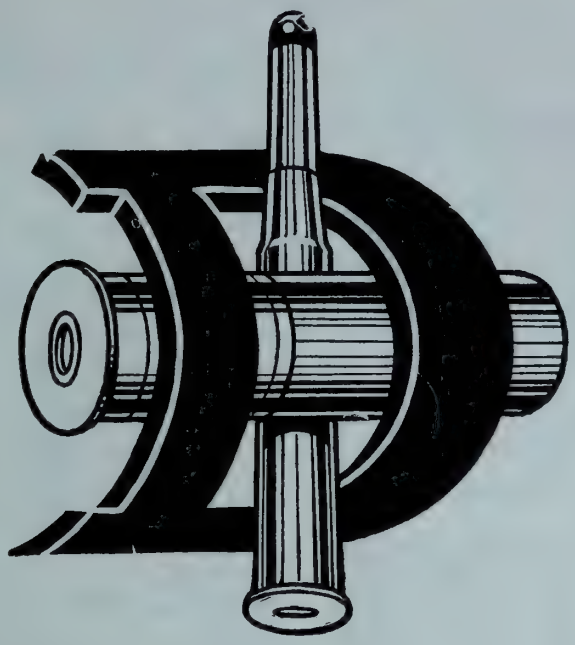
WAX

B H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING

Gilders, bolted in bbls.	2 25
WOOD ALCOHOL	Per gal.
In five ballons	1 50
Methylated Spirits	1 50



Sell Metallics Now!

Now is the time to make money with Dominion Metallics, especially the new Dominion 30-30 with its extra speed of 200 feet per second, and the .303 British, .30 U.S., .32 Special, etc.

Dominion Metallics

are in big demand now—the shooting season is in full swing. Display dependable Dominion Ammunition prominently in showcase and window—make full use of the free window display material. Your jobber will help you put in a well-balanced stock.

Dominion Shot Shells hold many records at the traps and give the utmost satisfaction in the field.

Dominion Cartridge Co. Limited

Owned and Operated by Canadian Explosives, Limited

Head Office: MONTREAL

Halifax, Toronto, Sudbury, Winnipeg, Edmonton, Vancouver

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short ..$23 50		.....	.....
32 Short .. 23 50		.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt . 33 50		.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.....		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
33 Rem. Rim.....		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim.....		.....	159 50
351 Self Ldg.....		.....	121 50
44/65		.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16.....$6 00	18/16....$12 00		
4..... 5 00	19 ..... 14 00		
5..... 5 00	20 ..... 14 00		
7..... 5 00	22 ..... 16 00		
6..... 5 00	21 ..... 16 00		
8..... 5 00	23 ..... 16 00		
9..... 6 00	24 ..... 18 00		
10..... 6 00	25 ..... 21 00		
12..... 7 00	27 ..... 24 00		
11..... 7 00	26 ..... 21 00		
13..... 8 25	28 ..... 24 00		
14..... 8 25	29 ..... 27 00		
15..... 9 50	30 ..... 27 00		
16..... 9 50	31 ..... 30 00		

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40	
Double Bit	17 00	
Broad Axes 52 00	57 00	

AXES, Bench

Single Bit 10 80	13 00	
Double Bit	17 00	
Broad Axes	56 00	
No. 5	27 70	
No. 6	30 00	

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and inc'uding 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER

Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT

Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE

Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb Tinned, 50c.

CORD, SASH

Coils or Hanks.

No's. 8, 9, 10 per lb.	0 59

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount	60%
Nicholson Gen. Discount ..	85%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under 50 and 10 per cent. off.

FRY PANS

Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ...	3 75
Mounted on steel frames ..	7 75

to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2½	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over. $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand dri'ed, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17.50	
Lightning $17.50	

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70; 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel

Doz.

102 ... ...$	1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL

per gal.

Raw $1 10	
Boiled 1 13	

MACHINES—WASHING

Each

Dowswell ... ...$	9 55
New Century	15 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Wodyatt	$10 50	$11 00	
Empress	12 50	13 25	
Daisy 7 50	7 75	8 00	
K—3 blade .. 9 60	10 25	10 06	
C—4 blade .. 10 70	11 25	11 75	
BB—4 blade . 12 45	13 00	13 45	

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5 .....$5 25	$7 00	5 25	
No. 6 ..... 5 00	6 75	5 00	
No. 7 ... . 4 75	6 50	4 75	
No. 8 .... 4 75	6 25	4 75	

The Trade Mark behind the "Hardware House of Quality"

The Largest Wholesale Hardware Dealers in Canada

Two Trade Winners
DIAMOND "A"
Ready Mixed Paint
AND
KYANIZE VARNISH



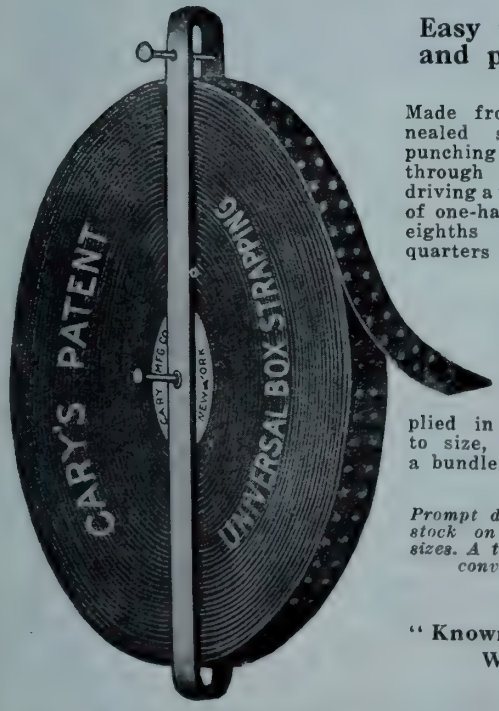
Diamond A Paint is guaranteed absolutely pure and is sold subject to chemical analysis. Kyanize the most durable varnish made. Makes old floors and furniture like new.

"Save the surface and you save all" *Paint & Varnish*



The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

CARY
"Universal" Box Strapping



Easy to stock and profitable

Made from soft annealed steel; no punching of holes through strap before driving a nail. Widths of one-half inch, five-eighths inch, three-quarters inch and one

Put up in reels of 300 feet each; packed 20 reels to case. Also supplied in lengths cut to size, 100 pairs in a bundle.

Prompt delivery. Large stock on hand of all sizes. A trial order will convince you.

"Known the World Over."

CARY MFG. CO.,
Manhattan Bridge Plaza, *BROOKLYN, NEW YORK*



Glass Specialists
We carry in stock all kinds of
Glass
For Buildings
Order your requirements from
The Saskatchewan Glass
And Supply Company, Limited
MOOSE JAW, SASK.

If Interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	**$10 00**
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 36
White Rose gasoline	**0 39**
En-ar-co Motor Oil, med. and heavy	**1 10**
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	**1 10**
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66

Discount 10%.

Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼

Discount 25%.

Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65

25% and 10%.

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each.; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium. $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron—round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each

Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.15 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg. No. 9, $4.75, No. 12, $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—
6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle
6 in., $15.00, 8 in., $17.50.

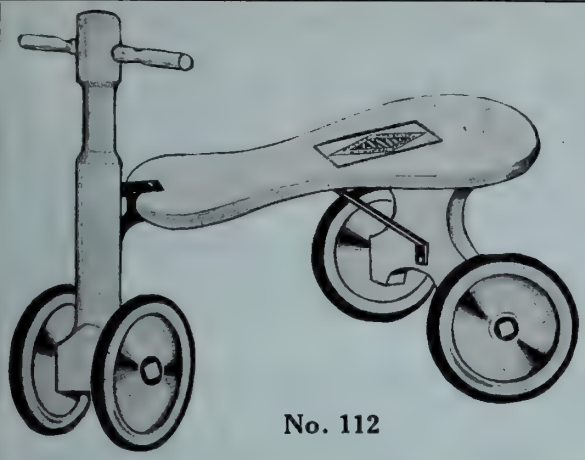
WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	—Dozen— Black, N P.	
Always Ready		
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES	Doz
Regent	$69 00
New Era	76 50
Universal	49 50



No. 112

Where the name "Wakyte" appears there is Perfection of Workmanship

We manufacture Buster Cars, Pony Cars, Shoofly Rockers, Wheelbarrows, etc., and have made it our business to see that the best possible service is given for the money expended.

The Wakyte Buster Car illustrated, is equipped with four pressed steel disc wheels and rubber tires. The body is artistically finished in Canary Yellow-Enamel, wheels in Vermillion Enamel. Shipped three to a crate.

When writing us ask about the "Comfort" Weather strip made in Quarter Cut Oak. Set consists of two pieces 7 ft. and two pieces 3 ft. long.

Where Quality and Price count the "Comfort" Weather Strip must appeal to all Buyers.

S. H. Whyte Mfg. Co., Limited
Winnipeg Manitoba



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Acid Core WIRE SOLDER
REQUIRES ONLY HEAT
Sample for Test Upon Request

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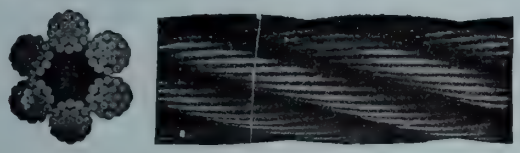
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SHEFFIELD, ENG.

Avoid imitations of our
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By seeing that this EXACT MARK is on each blade.

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"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Manufacturers of
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"Ideal" Stove Pipe *and* "Football" Elbows



Do not forget to specify them when ordering from your Wholesale Hardware House. Also Tee Pipes, Tapers, etc. Made in 3 sizes.

No difficulty in fitting them together.
Strongest and easiest Patent Lock Stove Pipe.

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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Toronto, Ont.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Canada Brush Co., Ltd., St. John, N.B.
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Sanderson Pearcy & Co., Limited, Toronto, Ont
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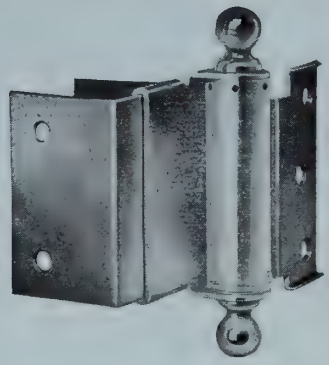


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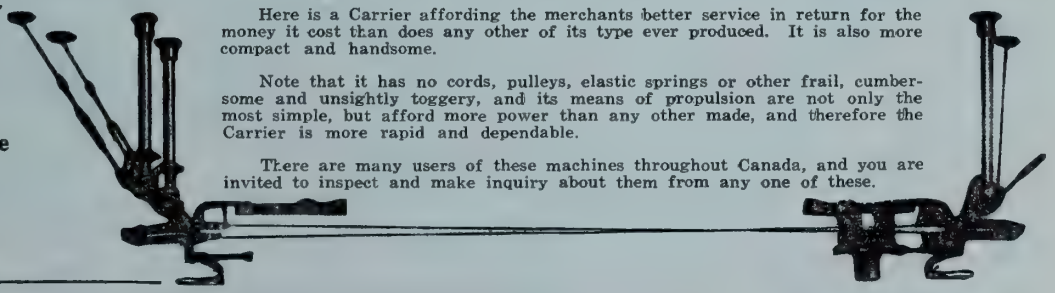
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Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Sons, Ltd., Toronto, Ont.

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Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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Rubberset Company, Ltd., Toronto, Ont.
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Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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The Canadian Roofing Co. Ltd., Windsor, Ont.
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Walter Woods Ltd., Hamilton, Ont.

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Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

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Parmenter & Bulloch, Gananoque, Ont.

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Jas. Cartland & Son, Ltd., Birmingham ,Eng.
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Falls, N. Y. ....
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The Stanley Works, New Pritain, Conn.
B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

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W. Walker & Son, Ltd., Toronto.

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The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

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The United Royalties Corp., New York, N.Y.

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Carborundum Co., Niagara Falls, N. Y.

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Wilkinson & Kompass, Hamilton, Ont.

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Walter Woods Ltd., Hamilton, Ont.

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The Bassick Co., Bridgeport, Conn.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

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Evans & Co., Ltd., Montreal, Que.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Beatty Bros., Ltd. Fergus, Ont.
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CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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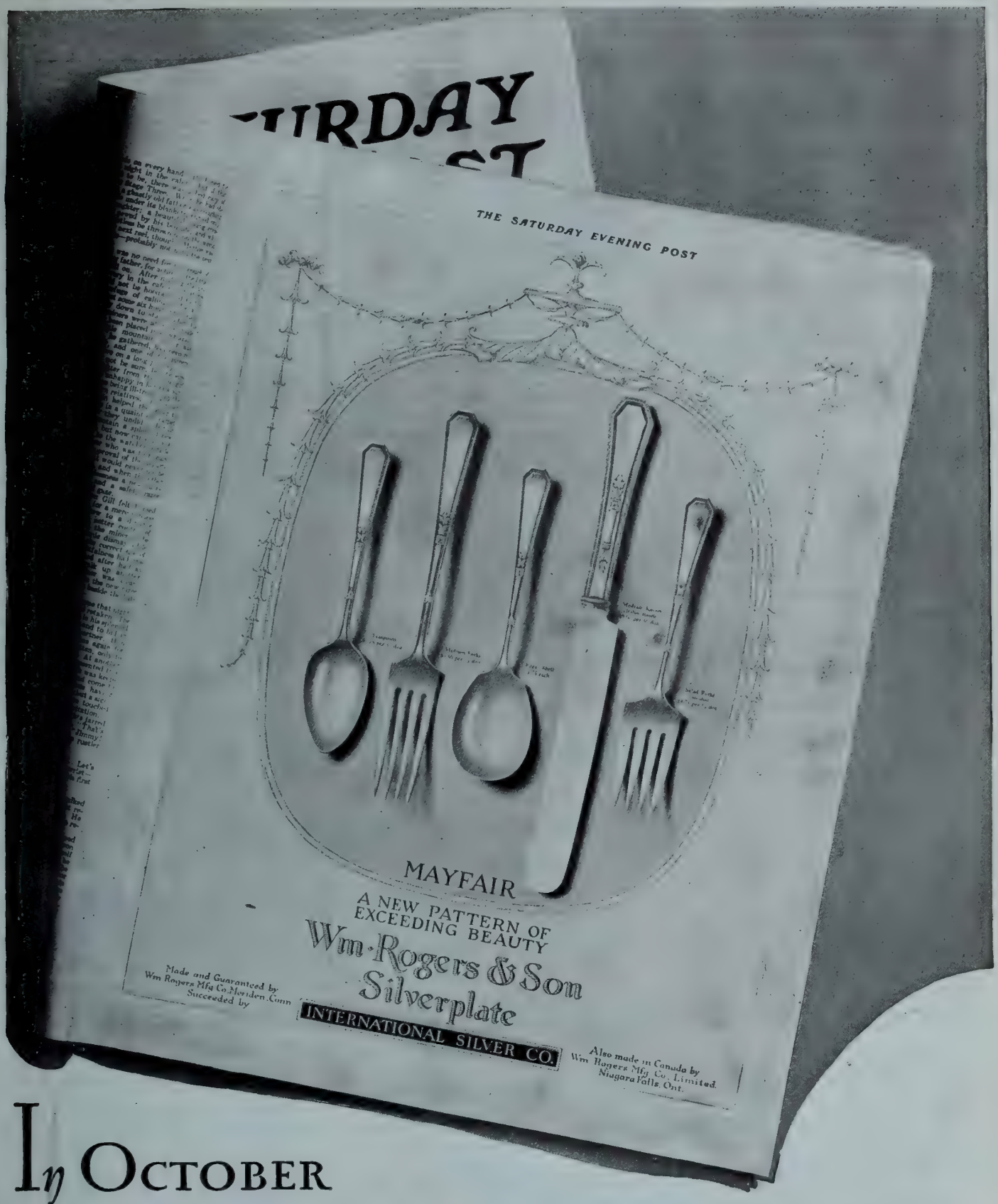
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

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Can. Fairbanks-Morse Co., Montreal, Que.

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

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Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

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Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

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Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

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The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
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ELECTRIC MOTORS AND GENERATORS
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Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

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Sturgeons Limited, Toronto.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

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Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
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N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

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T. J. Thomson, Owen Sound, Ont.

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Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont
Can. Foundries & Forgings, Ltd., Welland, Ont
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont.
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

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Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd.. Brockville. Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
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Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton. Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que

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The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

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The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

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The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

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T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton. N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd. Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. F. Myers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescot, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont,

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

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Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
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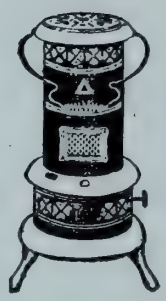
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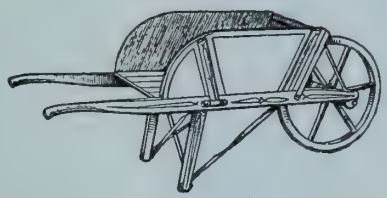
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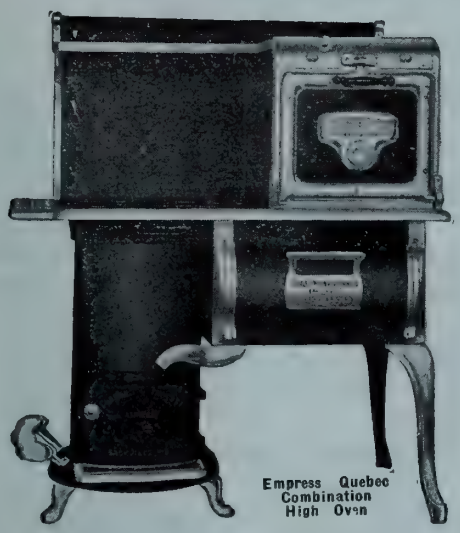
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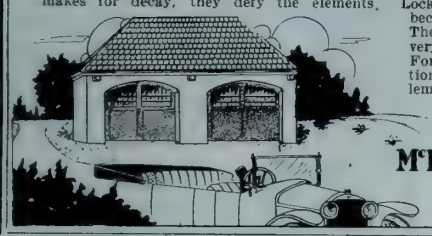
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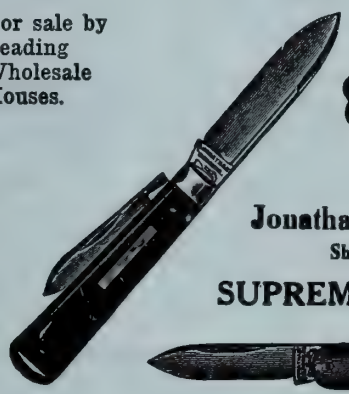
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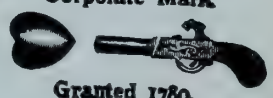
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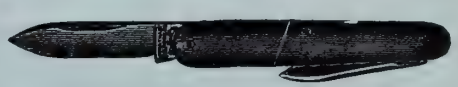
Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in Western Canada. Electric Lights, Sewer and Water. Centre of excellent farming district. Crop failures unknown. Good railway service. Store is located on best corner in town. Seven thousand cash required to handle this deal. Write Box 11, Hardware and Metal, Toronto.

STOVE AND FURNACE REPAIRS — COAL and wood linings to fit nearly all makes of stoves; write for complete list and prices. Grundy Bros., Strathroy, Ont.

ESTABLISHED HARDWARE BUSINESS — Stock about $10,000.00. This is one of best locations in Hamilton. Property can be purchased or leased. Owner's reason for selling will be given to interested parties. Box 113, Hardware and Metal, Toronto.

HARDWARE BUSINESS FOR SALE—SOUTHwestern Ontario. Town 2,500 population. Best location. Fine store. No better farming community in the province. Present stock $15,000. Fixtures extra. Store can be purchased or rented. A profitable business for a competent man with the cash. Box 892, Hardware & Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

SITUATIONS WANTED

HARDWARE CLERK — THREE YEARS' EXperience, desires position in Hardware Store. Box 101, Hardware & Metal, Toronto.

YOUNG MAN — WITH TWELVE YEARS' Hardware experience and two thousand dollars wishes to secure interest in hardware business; good town or village; Central or Western Ontario. Best of references, and married. Some person who is desirous of giving up business and who would be willing to sell out on time payments. Box 112, Hardware & Metal, Toronto.

WANTED

SALESMAN WANTED — AN ESTABLISHED roofing manufacturer desires a high grade salesman for restricted territory in Ontario. Excellent opportunity for man with selling ability. One experienced in selling building supplies preferred. Reply stating age, experience, etc. Box 100, Hardware & Metal, Toronto.

WANTED TO PURCHASE—GOOD HARDware, location town over five thousand population, Province Ontario. Mail full particulars to Box 891, Hardware & Metal, Toronto.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE & METAL'S

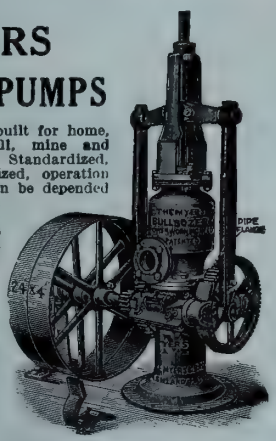
unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

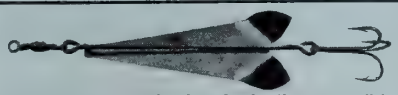
MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS
Distributors for Ontario:
WHITES LIMITED, Collingwood

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.





1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher
Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.
C. A. MYERS COMPANY
6326 Woodlawn Ave. Chicago, Ill., U.S.A.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered.

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65



LUFKIN

"Universal"
Try & Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

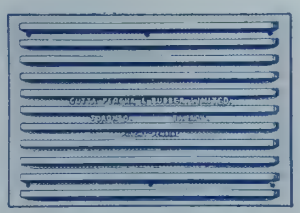
MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.
MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

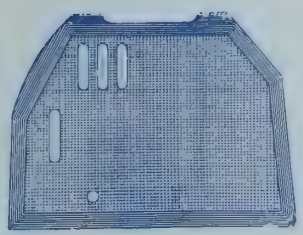
TRADE MARK GP BRAND

"GUTTA PERCHA"

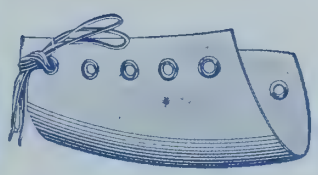
Automotive Equipment



Step Pads



Wind Proof Mats (Fords)



Lace-on Boots



Sealtite Patch

Someone has said that car-owners make unusually profitable and steady business for hardware stores. But to hold the trade you gain among car-owners takes a reliable stock of automotive equipment. You cannot experiment and speculate with strange and little-known lines. The time-tried and tested-in-use "Gutta Percha" line serves and satisfies. It builds lasting trade.

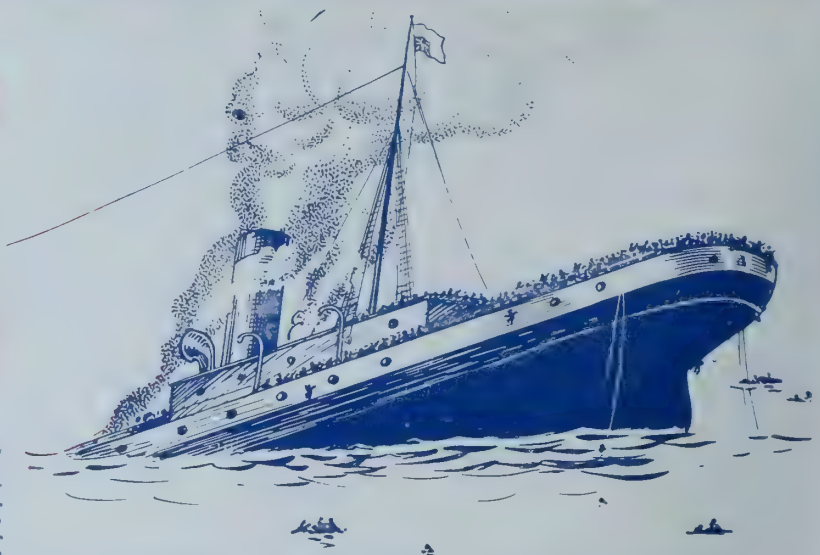
"Quality All Through"

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada

Sinking the Ship by Half Ounces!



The captain of a ship at sea doesn't waste one minute when he is told that his ship has sprung a leak. He sets about having that leak plugged. He knows even a small leak will sink his ship if he doesn't. There are hundreds of hardware dealers whose "business ship" is sinking every day under their feet through loss of profits over the weigh scale. Thousands of others are just chugging along with the business ship barely afloat—leaking profits every time goods are weighed, and the odd half ounce given away to an unappreciative customer.



Sinking the business ship by half ounces—in overweights with an old-fashioned scale.

Dayton Hardware Scale

Stops Profit Leaks!

Shows on a chart the exact weight to the fraction of an ounce — so you can get paid for all of it.

Shows the exact price all ready calculated, so no mistakes are made and no time is lost.

Ensures an absolutely square deal between store and customer.

The Dayton Hardware Scale can certainly save money for you. Send for illustrated folder.



The profit saver—famous Dayton Hardware Scale with counting scoop and extra capacity platform rack.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.
HEAD OFFICE AND FACTORY: 300 Campbell Avenue, Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Windsor, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, Sydney, N.S., St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 42 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA October 21, 1922

The Wedge That Splits Your Premium Dollar in Half



Winnipeg, Man.

FIRE INSURANCE

Several thousand hardware and implement dealers of Canada now hold our policies. 50% dividend is being earned and paid as the policies expire. This is the 15th consecutive year our hardware companies have paid a 50% dividend on board rates. Why not place your line with us now?

SAFETY
Surplus over $2,000,000

SAVING
50%

SERVICE
An efficient field force

Write

THE CANADIAN HARDWARE AND IMPLEMENT UNDERWRITERS

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

Alberta	Manitoba	Ontario	Quebec	Saskatchewan
C. W. ATHEY, 504 MacLean Bl., Calgary.	I. E. FAIRCHILD, 802 Conf. Life Bl., Winnipeg.	F. A. MARTIN, P. O. Box 137, Colborne.	ALFRED BRUNELLE, 1046 Van Horn Ave., Montreal.	A. E. ATHEY, 2329 Montreal St., Regina.

The Most Profitable Group of Dry Batteries You Can Sell—







What Columbias Do—

—Ring Doorbells
—Buzz Buzzers
—Provide ignition for Fords when starting
—Fire Blasts
—Run Toys
—Make Telephones talk up
—furnish ignition for gas engines



Long life, high ignition power, low cost, all make Columbias the favorite Dry Cell in thousands of homes, on farms, and for industrial uses.

Your customers will appreciate the longer service which only Columbias give. This long life reduces the cost of ignition. The simplicity of Columbias enables any person to make the simple connections which bring the full power of Columbias into action.

Columbias are the only dry batteries consistently advertised on a nation-wide scale.

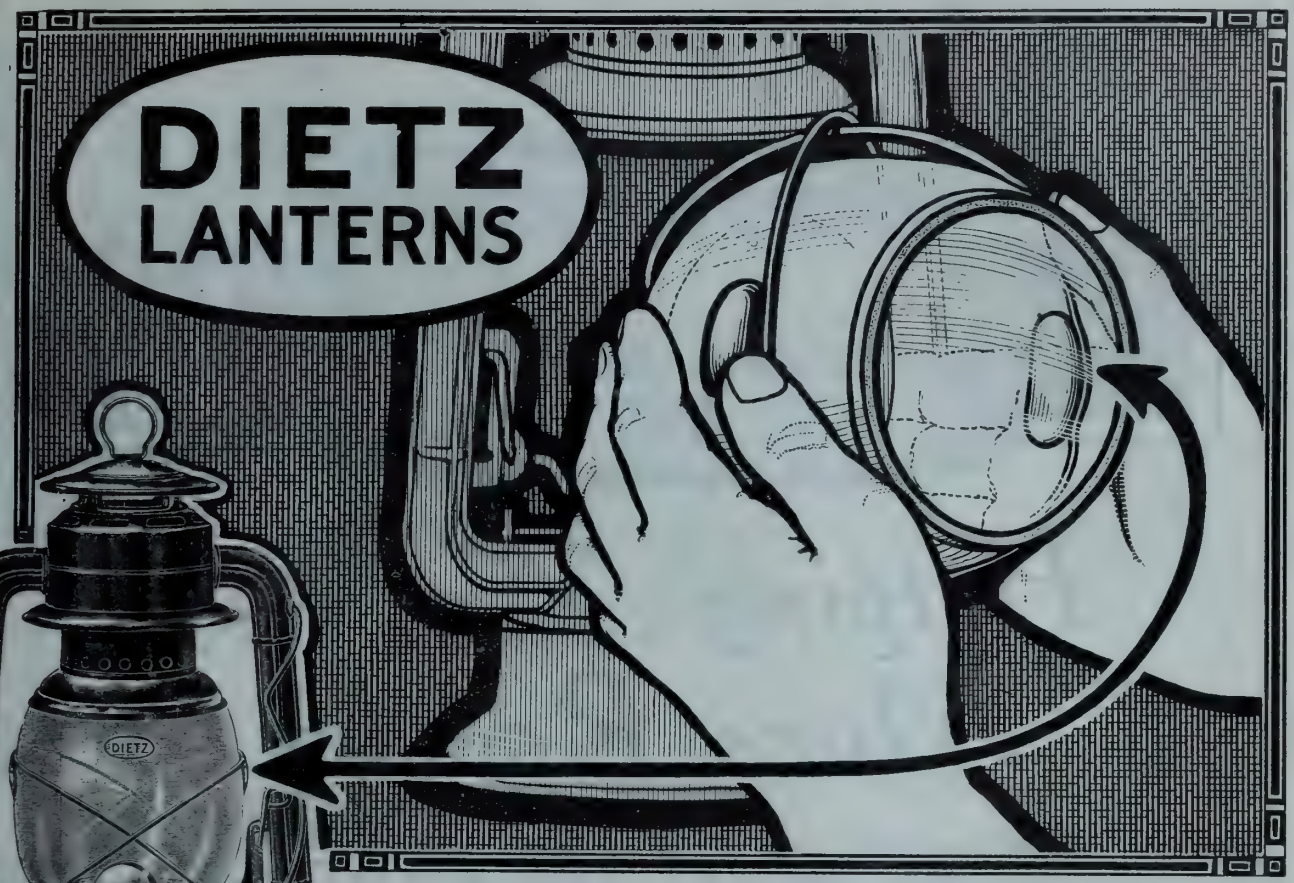
Order Columbias by name from your jobber.

CANADIAN NATIONAL CARBON CO., LIMITED
Montreal Toronto Winnipeg

Columbia Dry Batteries

—they last longer

CT-11



DIETZ LOC-NOB GLOBES

PATENTED

Dietz No. 2 "D-Lite"
COLD BLAST LANTERN

Sell your customers dependable Dietz Lanterns—Lanterns with a world-wide reputation for highest quality—lanterns with convenient, exclusive features of proven worth—

The Patented Loc-Nob, which prevents the globe from slipping out of the frame when it is tipped back to expose the burner, is one of the selling features found only in Dietz Cold Blast Lanterns.

Particularly noteworthy is the Dietz Combustion System, which insures dependability in all weathers and highest illuminating power possible in a kerosene lantern.

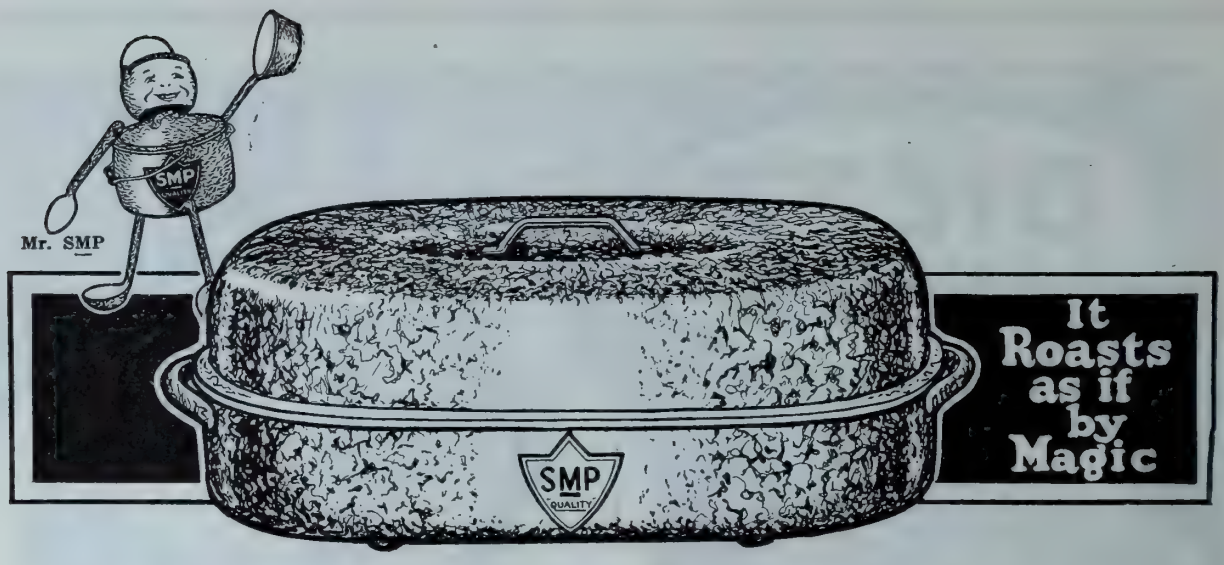
Each sale of a Dietz Lantern over your counter means a profitable transaction and good value for your customer.

H. S. HOWLAND, SONS & CO. Limited

Distributors DIETZ LANTERNS

TORONTO

If Interested tear out this page and place with letters to be answered



Helping You Sell More Roasters

Thousands of **SMP** Pearl Ware and Crystal Ware Roasters will be sold this Fall and Winter in Canada. As a means of creating even a greater demand, we are running a series of large, strikingly handsome roaster and roasting season advertisements in the daily newspapers of Canada from coast to coast this Fall.

The benefits of roasting fowl, beef, fish and other expensive dishes in **SMP** Crystal and Pearl Roasters are gone into in language that is bound to create the desire of possession in the minds of Canada's housewives. Here is one sentence, for instance:

"No longer need tender roasts of beef be ruined through improper roasting. With one of these splendid SMP Roasters in your kitchen, you can now roast fowl or meat or bake fish to perfection! The Roaster will do all the work. It bastes—the fat drips down from above. The roast comes from the Roaster tender, delicious, juicy, full of wondrous flavor. The juices and the flavor cannot escape. They are cooked right in."

These advertisements are going to make women want a Crystal Ware or Pearl Ware Roaster. They are going to increase the already heavy demand for **SMP** Roasters. And don't forget that all this extensive, continued advertising is to help hardware merchants sell more **SMP** goods. Naturally, the merchants who co-operate most fully with the advertising reap the biggest rewards.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If Interested tear out this page and place with letters to be answered



"So You Handle Gargoyle Mobiloil"

Mr. K., a hardware merchant in a prosperous Ontario town, recently had delivered a shipment of Gargoyle Mobiloil.

It happened that when the oil was delivered Mr. K.'s friend, a building contractor, was in the store.

The following conversation ensued: "Say, Jim, since when did you sell automobile oil?" "Why, I've sold Gargoyle Mobiloil for the last five years." "Well, it's a wonder you wouldn't tell folks about it. My trucks use about 6 barrels of Gargoyle Mobiloil a year. I don't see any reason why you shouldn't sell them to me."

This was an eye-opener to Mr. K. His experience showed him clearly what profits he had lost by selling oil in the old-fashioned way—from a barrel in a dark corner.

Mr. K. now keeps cans of Gargoyle Mobiloil in his window. The Gargoyle flange sign which he hung out has brought him many dollars of profits from passing automobile owners. He does a thriving business in automobile accessories.

Do you keep your Gargoyle Mobiloil out in plain sight, where you can cash in to the fullest on the profitable demand which Gargoyle Mobiloil enjoys?

Is the Chart of Recommendations in a conspicuous place in your store so that people know that you sell the correct oil for every make of passenger car, motor truck, motorcycle and tractor?

Can you afford to wait until an experience like Mr. K.'s shows you the road to bigger profits.

GARGOYLE

Mobiloil

Make the chart your guide

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Marketers in Canada of Gargoyle Mobiloil.

Chart of Recommendations

(Abbreviated Edition)

THE correct grades of Gargoyle Mobiloil for engine lubrication of both passenger and commercial cars are specified in the Chart below.

How to Read the Chart:

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
BB means Gargoyle Mobiloil "BB"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1922		1921		1920		1919		1918	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Acason (1 ton)	A	A	A	A	A	Arc	A	Arc		
" (1½ ton)	A	A	A	A	A	Arc	A	Arc	A	Arc
" (2 ton)							A	A	A	Arc.
" All Other Models	A	A	A	A	A	A	A	Arc	A	Arc.
Acme (Mich.) (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Apperson (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									A	A
Armleder (1 ton)	A	A	A	A	A	A				
" (2½ & 3½ ton) Buda Eng.	A	A	A	A						
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Atterbury (Model 8-E)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Autocar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe			A	Arc	A	Arc	A	Arc	A	Arc
Brockway (3½ ton)	A	Arc	A	Arc						
" (5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl.)							A	A	A	A
" (Model 490, G, & Lt. Del.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Cleveland	A	Arc	A	Arc	A	Arc				
Cole	A	A	A	A	A	A	A	A	A	A
Commerce	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Denby	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Durant Four	Arc	Arc								
Earl	A	Arc								
Essex	A	Arc	A	Arc	A	Arc	A	Arc		
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	BB	BB	A	A	A	A	A	A	A	A
Garford (3½ & 7½ ton)	A	A	A	A						
" (5 ton)	A	A	A	A	A	A		Arc	A	Arc
" (3½ & 5 ton)	A	A	A	A	A	A	A	A	A	A
" (6 ton)			A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G. M. C. (Model K15)			B	A						
" (Mod. K16, K41, K71, K101)	B	A	B	A						
" All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gramm-Bernstein (1 ton)	A	Arc								
" (2½, 3½, 5-6 ton)	A	A	A	A	A	A	A	Arc	A	Arc
" (3 & 4 ton)	A	A								
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
Grant (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)							A	Arc		
" " All Other Models			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Gray Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Haynes (6 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl.)			A	A	A	A	A	A	A	A
Holmes	A	A	A	A	B	A				
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
International	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kissel Kar (12 cyl.)									A	A
" " All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Koehler (Model M)	A	A	A	A	A	A	A			
" (Model MT)	A	A	A	A						
" (Model F)	A	A								
" All Other Models	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
LaFayette (Indianapolis)	A	A	A	A	A	A				
Lange	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lexington	A	A	A	A						
" (Cont. Eng.)			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	A	A						
Locomobile	A	E	A	E	E	E	E	E	E	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Com'l)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Moon	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Nash	Arc	Arc	Arc	Arc	A	A	Arc	A	A	Arc.
" (Model 671)									A	A
" (Com'l) (Quad)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
National (6 cyl.)	A	A	A	A	A	A	Arc	Arc	Arc	Arc
" (12 cyl.)							A	A	A	A
Oldsmobile (6 & 8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
Peerless (8 cyl.)	A	A	A	A	A	A	A	A	A	A
" All Other Models									Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l) (5 ton)	A	A	A	A	A	A	A	A	Arc	Arc
" " All Other Models	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
R & V Knight	BB	A	B	A	B	A				
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Rolls Royce	B	A	B	A						
Saxon (Model 125G)	Arc	Arc	Arc	Arc						
" All Other Models			A	Arc	A	Arc	E	E	E	E
Schacht (5 ton)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	A	A	A	A	A	A	A	A	Arc
Service (Model 220)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Model 15)	A	Arc								
" All Other Models	A	A	A	A	A	A	A	A	A	A
Stearns-Knight	B	A	B	A	B	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	A	A
White (Mods. 15-45 & 20-45)	A	A								
" (16 valve)							A	A	A	A
" (3 & 5 ton)	A	A	A	A	A	A	A	A		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Wills Sainte Claire	A	A	A	A						
Willys-Knight	B	A	B	A	B	A	B	A	B	A
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

If Interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

An Industry That Better Goods and Service Built



ESTABLISHED 1854

Producing

THOUSAND ISLAND HAMMERS AND AXES
RED WING SEMI-ROTARY PUMPS
BROCKVILLE LAWN MOWERS

For Every Unit of the British Empire

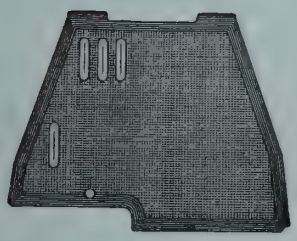
JAMES SMART PLANT

BROCKVILLE, CANADA

ST. JOHN MONTREAL TORONTO WINNIPEG VANCOUVER

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"GUTTA PERCHA" Automotive Equipment



Windproof Mats (For Fords)

Windproof Mats (for Fords)

There are good all-the-year-round sales for these effective Mats. In winter, they stop the cold draft; in summer, they keep out the odors, dust and heat from below. Supplied in suitable models for Ford Coupes, Sedans and Touring Cars. Fit closely over brake and clutch lever openings.



Sealtite Patches

Sealtite Patches

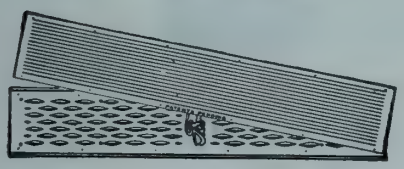
A handy reliable way to avoid long road-stops for punctures. Sealtite Patches are quickly and easily applied with no other tools but the hands. The tube can be used at once. Just having them in the car eliminates the anxiety that spoils many a motor trip. Customers like them.



Rubber Headed Mallets.

Rubber Headed Mallets

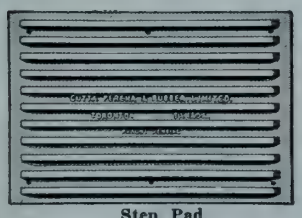
These useful Rubber Headed Mallets are easily sold to motorists who quickly appreciate their general usefulness around the car. They are especially suitable for changing tires, or for use wherever protection for the finish is required.



Running Board Mat.

Running Board Mats

The long Running Board Mat, on the under side, is an exact counterpart of the Ford Running Board. It fits down snugly into place, making a dust- and mud-proof fit. The Step Pad is a simple, effective way of keeping mud and dirt out of the car, and affords a firm, non-slip footing. Both are furnished with necessary bolts and nuts, complete. Very easy to install.



Step Pad.

Quality All Through

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities of Canada

If Interested tear out this page and place with letters to be answered

STOCK UP FOR FALL



DEALERS!

You'll make no mistake in stocking **SUPER-SERVICE** Ash and Garbage Cans.

They are built of heavy galvanized steel, well reinforced top, bottom and sides with iron. Joints are hand rivetted and hand soldered.

SUPER-SERVICE Ash and Garbage Cans make satisfied customers—they're **BUILT-TO-LAST.**

Reed's Roofing Cement—Plastic, Semi-Plastic or Liquid will build up a nice trade for you. These cements are the result of our seventy years' experience in the roofing game. **They Are Proven.**



In the **"ECONOMY"** we have created a Rotary Ash Sifter that will **LAST**—built on the same strong lines as our **SUPER-SERVICE** Ash Cans, and made to fit any can or barrel from 16 to 18 inches in diameter.

The margin of profit on these lines is good



Write Us To-day for our Fall 1922 Prices on the Above Lines.

Geo. W. Reed & Co. LIMITED

ESTABLISHED 1852 — GENERAL ROOFERS & SHEET METAL WORKERS — TELEPHONE MAIN 987

37 ST. ANTOINE STREET · MONTREAL, P.Q.

If interested tear out this page and place with letters to be answered

Combination
Bread and Cake Boxes
(Enameled)

THESE handsome Bread and Cake Boxes can be supplied singly or in combination sets as shown. They are very attractively Japanned in either pure white or French grey. The roller cover is a very handy feature, fits snug and takes up no room. Cake Box below is roomy and sized conveniently.



White enameled knobs, gilt lettering, strong wire handles at side. Dimensions 19 inches long by 12 inches deep by 13 inches high.

Full particulars on request.

In addition to our general Catalogue, we shall be glad to supply literature on:

STOVES	ENAMEL WARE
RANGES	JAPANNED WARE
WIRE GOODS	MILK CANS
STEEL CASTINGS	GALVANIZING

The Thos. Davidson Mfg. Co. Limited

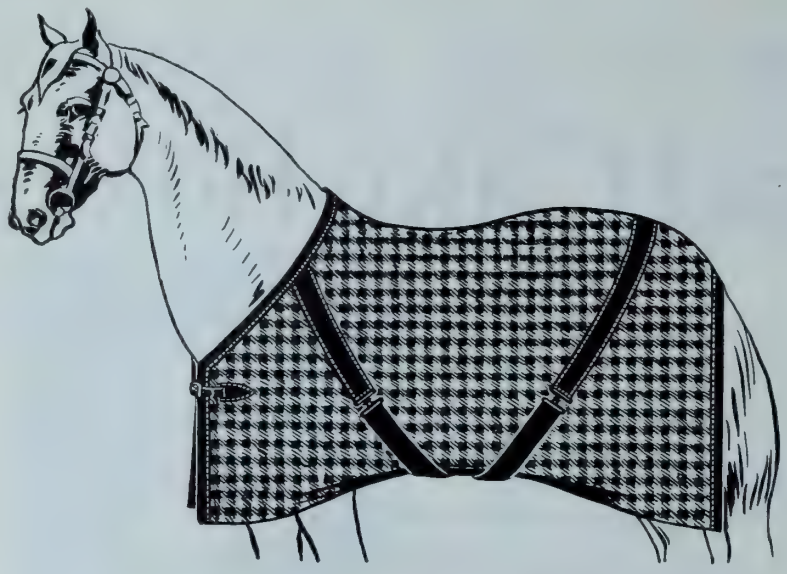
Established 1860

Head Office: Montreal

Branches:
Toronto Winnipeg
Calgary Vancouver

DAVIDSON

Steel Foundry Division
Turcot, Que.





Write for our special prices on Horse Blankets, Halters, and Skate Straps. Sample orders solicited.

Adams Bros. Harness Mfg. Company, Limited
781 King Street West, Toronto

Branches:
WINNIPEG SASKATOON EDMONTON CALGARY



Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

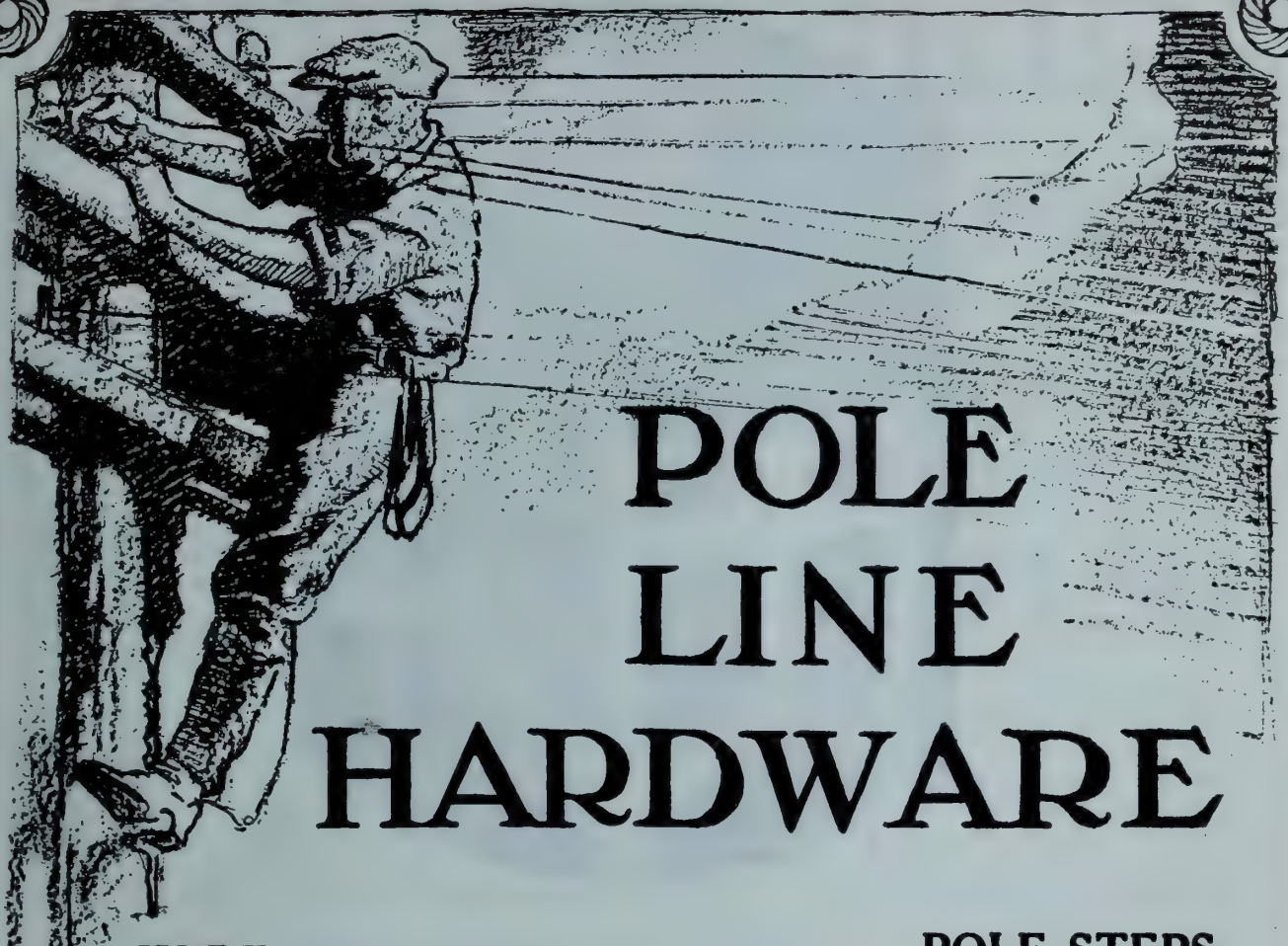
Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

The Burlington Windsor Blanket Co.
797 King Street West
TORONTO

If Interested tear out this page and place with letters to be answered



POLE LINE HARDWARE

WIRE
Copper and Galvanized

RIVETS
BOLTS, NUTS

WASHERS

SCREWS

POLE STEPS

GUY CLAMPS

CROSS ARM BRACES

ANCHOR RODS

THE STEEL COMPANY OF CANADA LIMITED

GENERAL OFFICES

HAMILTON AND **MONTREAL**

Sales Offices

HAMILTON, MONTREAL, TORONTO, WINNIPEG, VANCOUVER.

If Interested tear out this page and place with letters to be answered


SUNNY SUDS

Sunnysuds

Electric Washer & Wringer

A Remarkable Washer at a Remarkable Price

From every angle the Sunnysuds offers a wonderful opportunity for profit to the dealer.

Accustomed as women are to high prices for washing machines, that of the Sunnysuds —only $150, complete, has a tremendous appeal.

Every wired home is a prospective Sunnysuds owner. The price places it within the reach of all.

The remarkably efficient design and construction of the Sunnysuds tell their own story.

And, in addition to these features, the Sunnysuds is manufactured and marketed by a concern who have always been noted for the whole-hearted co-operation with the dealer.

Dealer appointments are still being made. Get full particulars immediately. Write us to-day.

Retail Price

$150

Complete

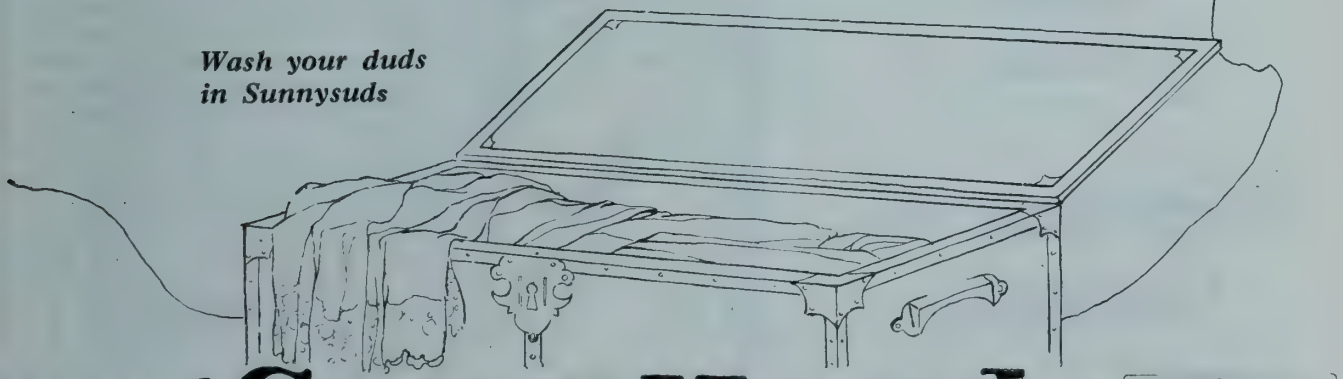
(Winnipeg and West $165)

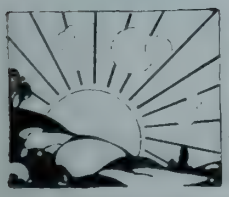
Think of the sales possibilities offered by such a remarkably efficient electric washer and wringer as the Sunnysuds, selling at such a low price! There is no limit to the dealer's opportunity for profit!

Onward Manufacturing Company

Kitchener - Ontario

Wash your duds in Sunnysuds





Sunnysuds

Electric Washer & Wringer



What is Behind the Name?

The names of these standard brands of files signify thorough file efficiency.

Properly shaped teeth, finest file steel, thorough hardening and right balance—things the file user looks for are found invariably in these brands.

That is why it pays you to stock them. The name sells them!

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario



he *must* have dividers

Every machinist has his set of dividers. In laying out work—measuring dimensions between lines or points, transferring lengths taken direct from a graduated steel rule—scribing arcs and circles—he uses them daily.

With such a steady demand it's good policy to learn something about the Starrett Spring Divider No. 77.

They're different from the ordinary dividers. If you will examine the quick-adjusting automatic closing spring nut you can see at once why the 77 appeals to the critical machinist. The thread engages the screw at the slightest pressure when the leg comes in contact with the nut. When pressure is withdrawn, it releases itself immediately, sliding freely on the screw. Its use saves much valuable time in opening and closing. Also made with solid nut.

Fay Spring Dividers No. 77



Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

42-408

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Sell Starrett Tools

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Roaster Assortment of Viko Aluminum Ware

—twelve items cost $24.75—sell at $33.00

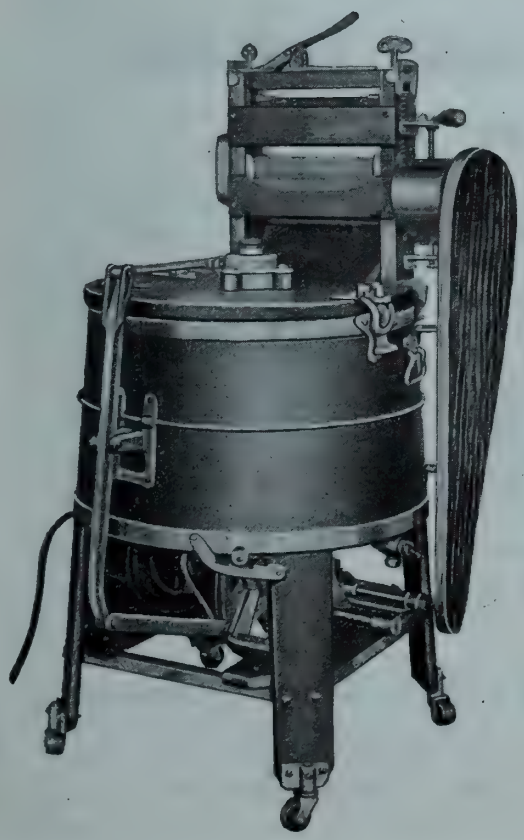
—3 Double Roasters
—3 Round Roasters
—3 Oval Roasters
—3 Round Double Roasters

This new Viko Assortment means four important things to you—quick turnover—good profits—increased number of sales, and repeat business.

They are used for baking bread or cake, frying crullers, making escalloped potatoes and puddings, and have many other uses. They sell all the year 'round.

Order Set No. 3—and Colored Window Trim. **Do This To-day!**

HURTUBISE LIMITED, - 222 NOTRE DAME ST., WEST, MONTREAL



Connor Electrics

Make Washing Easier

The Economy Electric, here shown, is designed to enable hardware merchants to meet the definite demand for moderately priced electric washing machines. The Economy Electric does this and more. Consider a few of its selling points: Tub of stave-leg design, mounted on four, full swivel casters; from cypress lumber of best quality (the wood most suitable for washing machine construction), stationary wringer, 11-in. rolls of best quality; safety release; reversible water board; and so designed as to save the housewife time and labor when in operation.

This is one of four "Connor Electrics." Write for prices and details of our full line.

J. H. Connor & Son, Ltd.
Manufacturers **OTTAWA**

311 Chambers St.
Winnipeg, Man.

McPherson Teetzel Co.
Vancouver, B.C.

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LADD
Mixer Churn



Our Yearly Gift $200,000

AN ACTUAL FACT EASILY PROVEN. Figure it yourself. Before 1912 Egg-beaters sold chiefly for 10c. Your apparent 3c.-4c. profit an **ACTUAL LOSS,** considering time, wrapping, string and delivery. Highest price of any beaters, 25c. Then we offered the **LADD LINE** to sell for double that price and every professional in the business laughed in our faces with the senseless rejoinder: "You can't get more than 25c. for an Egg-beater." Well, some merchants putting their own prices on our goods against our suggested resale, mark them much higher. And **WHY?** Yes, **WHY?** It is the **QUALITY THEY FIND THEIR CUSTOMERS EAGER TO BUY. THAT QUALITY IS FOUND IN THE LADD LINE ALONE.**

Going to discerning buyers through every store of consequence in the country, it is easy to believe we have given dealers $200,000 **PROFIT** this year that they would never have had except for us and in most cases against their own judgment. **A YEARLY GIFT** so long as you handle the **LADD LINE. WE WON'T SELL** cheaps to produce **NO PROFIT.** It is just the same with many other things you sell you formerly thought must be cheap, tools, implements, utensils, etc. **SEARCH OUT AND STICK TO THE MAKERS OF QUALITY GOODS. YOU ARE IN BUSINESS TO-DAY CHIEFLY BECAUSE OF THEM.**



SATURN REEL
Clothes Line

Canadian Representatives :

G. S. Whitaker & Co. 8 Colborne St., Toronto

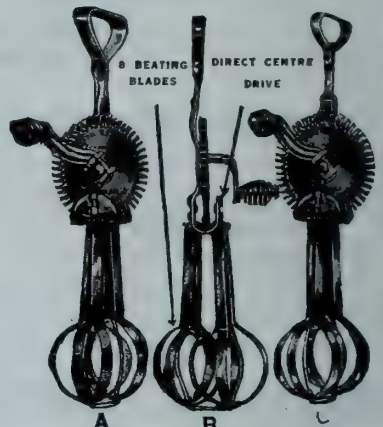
United Royalties Corporation

1133 Broadway New York

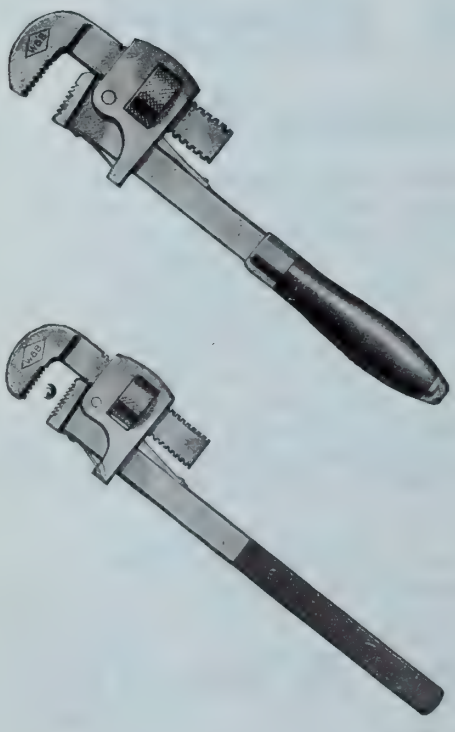


OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER



LADD ALLSTEEL BEATERS



WILLIAMS' STILLSON

PIPE WRENCHES

Grip pipe and fittings positively and instantly, yet release readily. They do not slip and neither do they crush nor lock on the pipe. The bar and jaw, drop-forged from a specially selected grade of steel, are hardened and tempered; the adjusting nut is of wrought steel, case-hardened. Unconditionally guaranteed against defective workmanship and material.

Wood and Steel Handle Patterns

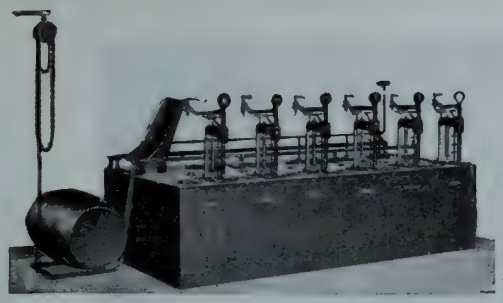
8 sizes—6 to 48 inches.

J. H. WILLIAMS & CO., Limited

"The Wrench People"

30 Thorold Road St. Catharines, Ont.

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Bowser Oil Equipment Pays Big Dividends

You are interested in eliminating waste and increasing your profit on paint and lubricating oil. Oils can be handled economically only by present-day methods.

Bowser oil storage and handling equipment will do the job—unite satisfaction to customer and larger profit to you. The all-metal, evaporation-proof Bowser Tanks prevent leakage and gumming. The piston-type measuring pump delivers exactly the amount required, eliminating spillage—an absolute prevention of waste which means worth-while savings.

And the same features which make Bowser equipment economical also keep oils clean.

Let us show you how Bowser equipment will put your oil business on a better profit making basis—get booklet C-16.

Bowser Equipment is

MADE IN CANADA by

S. F. BOWSER & CO., Limited

Toronto - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

Bowser Products

For handling Gasoline and Oils wherever Sold or Used

- Filling Station Pumps and Tanks for Gasoline.
- Portable Tanks for Oil and Gasoline.
- Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
- Carload Oil Storage Tanks.
- Power Pumps.
- Dry Cleaners' Underground Naphtha Clarifying Systems.
- Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

FAWCETT



The Peerless Rival

The Rival Furnaces embody these important details of construction: extra large feed door—oscillating grates connected in pairs—one-piece ash pit to prevent cracks from developing and so to leak gas, dust and smoke. These distinctive features are found only in the Rival Pipe and Pipeless Furnaces.

Our furnaces heat efficiently and with the minimum amount of fuel. They are made in five sizes.

A Complete Line

We also manufacture the Villa Rival, made specially for small buildings, and a line of Wood Furnaces designed expressly for wood fuel—they will take sticks of cordwood from 36″ to 56″ long. Also a full line of Heaters.

Write for full particulars and prices. You will find one of our branches located near you.

Charles Fawcett Limited

Sackville, N.B.

Vancouver Calgary Winnipeg

Montreal
584 Rivard St.

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Dealers:—Here is one of the most useful domestic helpers ever invented. Magnetic Cloth instantly removes grease, burned foods and all soil from kitchenware. Cleans vegetables, tile work, marble, stone steps, etc. It has a hundred every-day uses, every woman who enters your store is a prospective purchaser. Its sale brings you a handsome profit. Write to-day for a trial order.

John W. Gottschalk

Cor. Lehigh Ave. & Mascher St., Philadelphia, Pa.

Canadian Representatives:
LYONS & MARKS, 38 Yonge St., Toronto

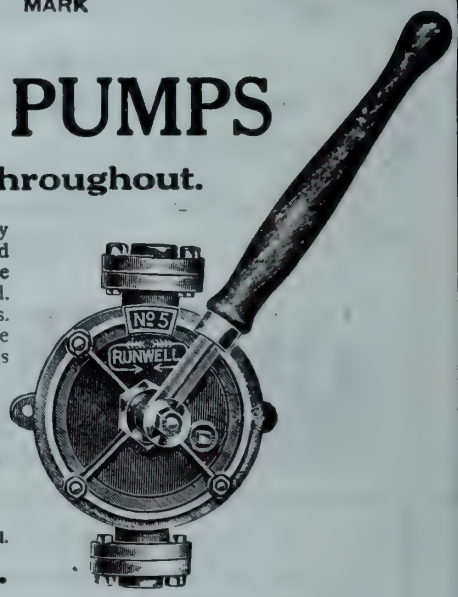
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their **general** adaptability for a variety of circumstances, where a reliable and efficient pump **is necessary,** are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W.,
Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
212 Coristine Bldg.
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,

LEICESTER, ENGLAND.

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REMINGTON
UMC

Go after the Hunting Trade

with

The New Remington .30 Calibre High Power Bolt Action Sporting Rifle



Model 30

Specifications

Bolt Action.
Barrel, 24-in., tapered.
Butt Plate, forged steel, grooved, reinforced toe.
Safety, thumb operated, cannot jar off.
Sights, new model, sporting peep rear sight adjustable to 550 yards.
Sling Strap.
Weight, 8 lbs.
Ammunition, 30 Cal.
Magazine, capacity of 5 cartridges loaded singly or by a clip.

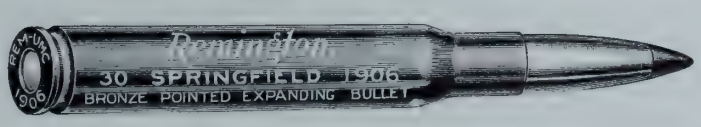
BIG Game Hunters have long wanted a bolt action Rifle to handle the big game Shells. To meet this need Remington has developed the new .30 cal. Bolt Action Sporting Rifle.

This new Model 30 *does* handle the powerful .30 cal. cartridge without undue recoil, yet is perfectly balanced for quick sighting and shooting.

A sturdy, dependable arm, it has already given wonderful satisfaction under exacting conditions in the big game centres. Essentially a man's gun for big game.

The New Remington, Bronze pointed expanding Bullet, .30 Cal.

Strongly recommended for big game hunting



Stocks at all Jobbers

Remington Arms Company, Inc.,

Cunard Bldg., 25 Broadway, New York City

(Remington U M C of Canada Ltd.)

A Quick-Selling Line For Hardware Dealers



Hobbs Side Wings

Something that will take the eye of the motorist—the new attractive and easily adjusted Hobbs Side Wings.

Hobbs Side Wings sell quickly to open car owners because they fill a real requirement in the fall. Hobbs Side Wings are now standard equipment on Durant cars. Write to-day for our sales proposition.



Why You Should Sell Them:

Hobbs Side Wings are of thick plate glass with highly polished edges. Fittings are bronze, nickelled. No holes in the glass to weaken it.

The price is **$15.00.** Everyone can afford them—no cost for installation. Anyone can attach Hobbs Side Wings in ten minutes.

Jobbers, Hardware Dealers and Garage men —write for our sales helps.

Everything in glass for building purposes. We install metal Store Fronts. Quick service and quick shipments from any of our branches.



Hobbs Mfg. Co., Limited
LONDON, ONT.

Toronto, Montreal, Winnipeg.

REGISTERED
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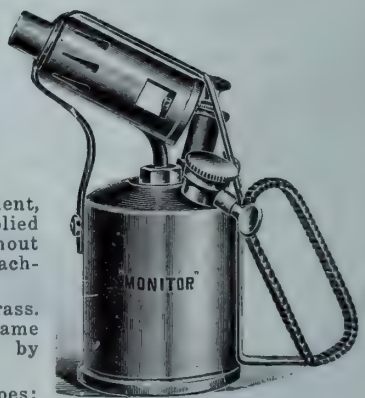
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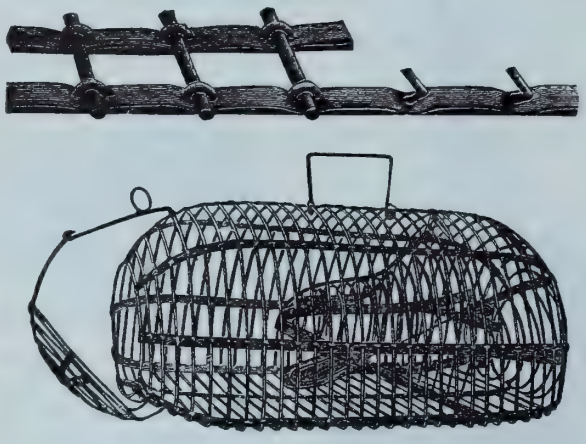
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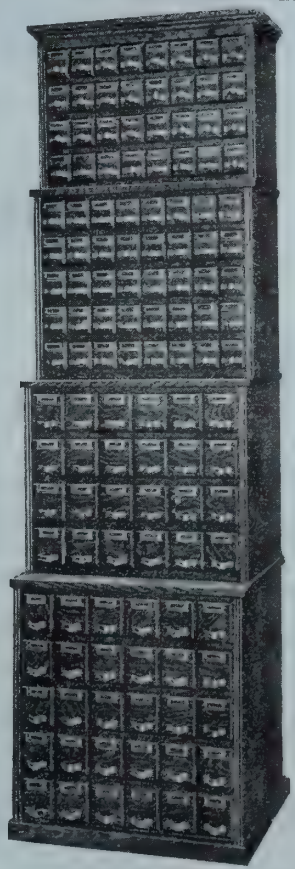
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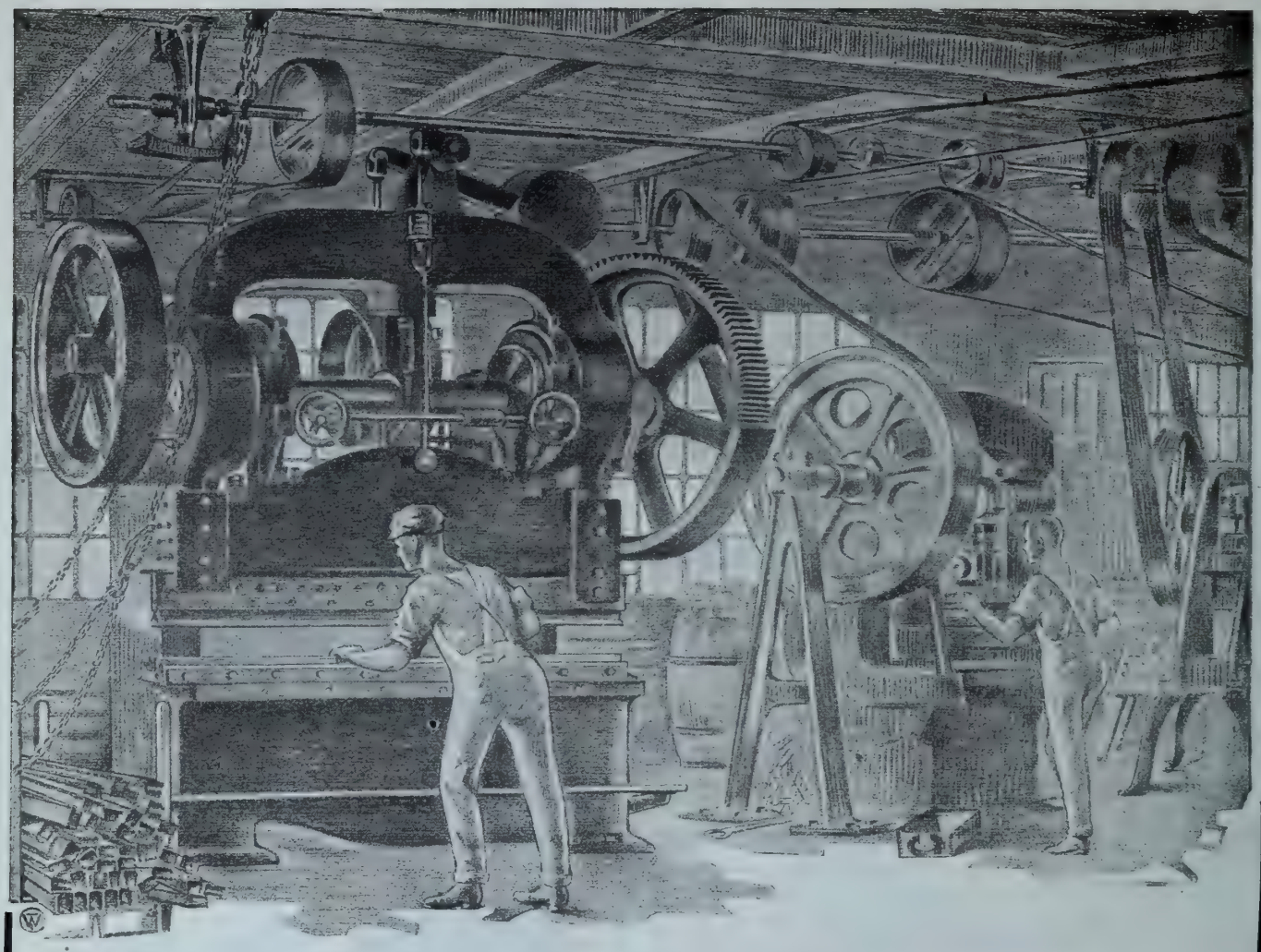
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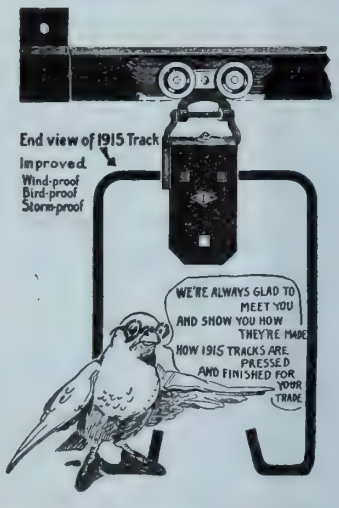
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Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. OCTOBER 21, 1922 No. 42

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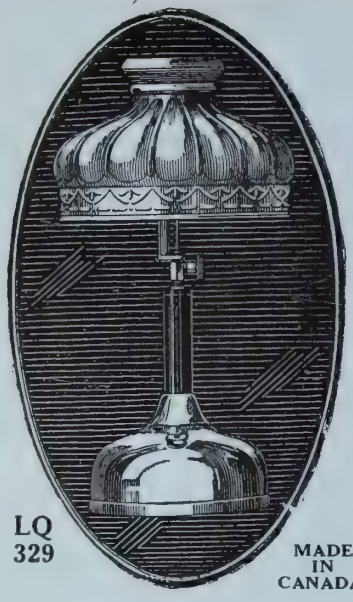
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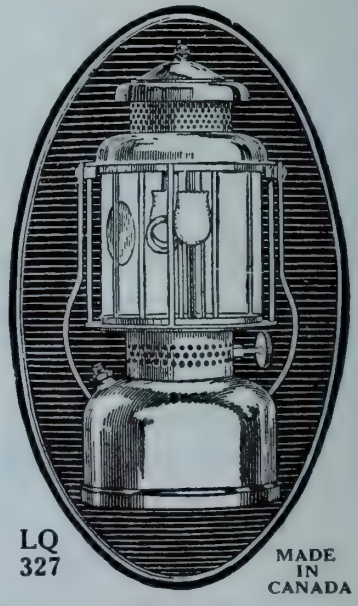
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, OCTOBER 21, 1922 No. 42

New Light on C.O.D. Postal System

Discussion of Service at Conference of Postal Officials in Ottawa Brings Out Interesting Suggestions—Retailers Can Send Goods by Mail to Persons Who Might be Considered Doubtful From Credit Point of View

That retailers and others would be in a position to send goods by mail under the C.O.D. postal service to persons with whom they had not previously carried on business and where they were reluctant to give credit, was one of the points outlined by postal officials to Hardware and Metal's Ottawa representative. That orders could be placed by telephone and filled by mail, was another suggestion, while the fact that jobbers might wish to make use of the service in sending goods in small quantities to merchants in rural districts, is another consideration. It was also pointed out that mail order houses have been getting money in advance for their goods and would lose this advantage if they utilized the C.O.D. system to any extent.

AT THE recent Dominion conference of postal officials in Ottawa, there was some discussion of the new C. O. D. postal service regulations. But this discussion was brief and failed to cover the ground that should have been covered in connection with so important an issue. Officials, after the conference was over, discussing the matter with Hardware and Metal, stated there was really no justification for any lengthy consideration of the question as the system had just been inaugurated.

However, the general impression of the delegates was that the C. O. D. Postal Service would prove of particular benefit to persons living in rural communities not served by express. It was, however, stated that mail order houses would not make very great use of the service as they were now getting money in advance for their goods and there would be no advantage in accepting deferred payment, as this would occasion the payment of a C. O. D. fee, and they would not be sure that goods when sent would be accepted.

It was maintained by some that manufacturers of small products, machinery parts, and also retailers, would be in a position to send goods by mail to persons with whom they had no previous business dealings and to whom they would not care to extend credit. The thought was expressed that in many instances, orders could be placed by telephone and filled by mail, the C. O. D. service working to the advantage of both the customer and the merchant taking advantage of it.

It was also thought that jobbers and wholesalers might make use of it in sending goods in small quantities to retailers in outlying points. The opinion was also expressed that the service could be extended to offices at which postal notes were sold. This suggestion is to be considered when the present service has passed the experimental stage.

No tangible suggestions were made other than to point to the few instances mentioned above, where the system might prove helpful to certain lines of trade.

The question of the adoption of a uniform registration system for the whole of Canada, came in for some consideration. In order to make the registration system uniform at all offices in the country and to simplify the system, without in any way decreasing its efficient workings, it was proposed to discontinue acknowledgement of receipt of registered mails and also to adopt the original number registration system now used in the International mails. The proposed simplification would likely save in the neighborhood of $50,000 per annum and would facilitate the tracing of registered articles.

The question of using stickers in place of a rubber stamp was also considered, but certain officials stated that they had found that stickers occasionally became detached from the article to which they related, and that the rubber stamp was much better for that purpose.

The hand to hand registration system was discussed and a committee appointed to work out a more efficient and uniform system to provide additional safeguards for registered mails. At offices where this hand to hand system had been tried out it was reported that not one single article had been lost.

Examples of Safety

Emphasizing the safety of the existing Canadian system, it was stated that within the period of a year, only one out of sixty-two thousand registered letters had been lost, while only one out of eighty thousand letters containing cash remittances had disappeared.

Important changes in regard to registered articles were approved. This came under the heading of the advisability of increasing the maximum indemnity for the loss of registered articles and the fixing of a scale of fees to cover varying amounts of indemnity. The votes taken favored:

1. Increase in the maximum indemnity for the loss of registered articles. The present maximum is $25. The new maximum suggested is $100.
2. Indemnity to include abstraction and damage.

In regard to the last named, indemnity is now paid only if the registered article is totally lost. Should the decision of the conference be adopted, indemnity will be paid if the contents are partly missing or damaged.

Suggestions for Service

"What demands are there on the part of the public for additional services which the post office might render?"

The above is one of the questions put to the gathering, but very few had any reply to make.

One delegate brought forward an important suggestion, and that was that stamped envelopes in different sizes be issued. It was pointed out that this system was practised in the United States and that it was considered to be very much to the advantage of big business houses. At present only one size stamped envelope is sold in Canada, but the United States have them in twenty or more different sizes. It was the general opinion of the delegates that if such a scheme were adopted in Canada it would be appreciated by the business interests.

More than usual interest was aroused over the consideration of postal arrangements between Canada and the United

States. Suggestions were offered for increasing the maximum weight on parcels from 4 lb. 6 oz. to 11 lb. and estimates of the effect of doing this varied greatly. Some were of the opinion that the incoming volume would be increased from five to six times. **One delegate was sure that the change would greatly benefit the mail order houses of the United States.**

It was stated that Canada was now receiving about two million pounds more in parcel mail from the United States than she was sending. Another delegate, however, took the view that the number of parcels coming from the United States would not increase very considerably, but that where two parcels weighing four pounds each are sent into Canada now, only one parcel weighing eight pounds would come in under the proposed regulations.

Which Way are Hardware Prices Headed?

Review Indicates That Higher Raw Material Costs Are Being Reflected in Price Adjustments on Many Manufactured Products

WHAT will be the trend of prices during the next few months? Will the majority of market developments continue to represent higher hardware costs, or has the present tendency towards increased price levels almost petered out? Does the present offer an opportunity for more liberal purchasing of goods than has been the case for some considerable time?

These and many similar questions are undoubtedly being asked by hundreds of retail hardware merchants throughout the country, who realize that the markets represent the thermometer of fundamental business relations and constitute the blood pressure in the process of buying and selling merchandise. Such queries are also the natural outcome of the numerous price increases which have recently developed; a factor of no mean interest to the careful student of business.

While the large proportion of recent market developments have been in the nature of upward revisions, so have the majority of such changes affected more closely such manufactured and semi-manufactured lines which are directly related to the basic elements. The raw materials of the iron and steel industry have been climbing in price through the combined influence of natural seasonal trade conditions and certain labor complications. This situation has been reflected in rising production costs of many manufactured products, and a careful review of market developments during this period may contain an indication of the sequence for such events.

Survey of Advances

One notable factor is that the effect of higher prices in the primary iron and steel centres has not been immediately apparent on finished hardware lines. One reason stated for this is that raw materials are frequently purchased some time ahead, while another is that in several instances certain manufacturers were protected to some extent against rising costs. While the increases on the raw materials markets have now generally abated, therefore, the problem naturally arises as to how long the upward trend will continue to be reflected on the general run of manufactured hardware goods, it being evident that while these two factors are co-related, the latter development is in succession to and not in conjunction with the primary cause.

A survey of the price advances recorded during the past few weeks reveals a most imposing list of such revisions. Included are the following products: buttweld and lapweld black and galvanized piping, boiler tubes, machine screws, wrought couplings and nipples, axes of all kinds, galvanized sheets, blue annealed and black sheets, soil pipe and fittings, plain wire, single loop bale ties, cast and malleable pipe fittings, rubber roofings, building papers, sheathing, belts, builders' hardware, galvanized pails, tubs, garbage and ash cans, tanks and sinks, range boilers, wood screws, stocks and dies, files and rasps, bar iron and bar steel, straightway valves, gate and globe valves, radiators and boilers, stove and sink bolts, mechanics' tools, padlocks, turpentine, stove pipe wire, brass and copper rods and tubing, heaters, fuel, eavestrough, conductor pipe, food choppers, mattocks, crow bars, grub hoes, claw and tamping bars, rock and clay picks, wrenches, tin ware and enameled ware products, cotton wrapping twines, antimony and spelter, as well as skate screws and a number of smaller lines.

In addition to the current revisions, there is a very strong tendency exhibited in certain other lines, with rumors of pending price advances. On the other hand, however, a number of downward revisions have also been recorded, but these changes are chiefly apparent on forward bookings only. Included in this category are such products as lawn mowers, gasoline, tires and tubes, sand paper and emery cloth, sporting goods, sprayers, grass hooks, pocket knives, rubber hose, stainless steel cutlery, clothes wringers, alarm clocks, and mirrors.

Reason for Higher Prices

This general movement towards higher price levels has been ascribed in many quarters to improved business conditions, the seasonal increased buying and consequent improved demand. Therefore, any recession in the volume of orders during the ensuing months should bring the test of current conditions. The seasonal dullness in the buying movement during the winter would tend to prove the stability of the existing higher levels on this group of hardware.

Buyers have also to consider the possible effects of seasonal movements upon the raw material markets. In view of these tendencies, moderate commitments on seasonal lines are generally being undertaken; the only element of hesistancy now evident is the fact that the cycle of improvement previously referred to may be of comparatively brief duration.

Certain manufacturers point out that a continuance of the advance in basic materials may necessitate even higher prices in the future, as such developments are reflected in production costs. As pointed out above, however, the primary steel markets have ceased to climb, at least temporarily, and the permanency and strength of the present situation and the possibilities of reaction, are vitally important characteristics.

The fact that several hardware manufacturers state that they are seriously contemplating advancing quotations on the majority of their lines would indicate that prices have seemingly reached a temporary level from which market developments will continue to be variable and complicated, including both recessions and advances, according to the trend of basic materials and the trend of production costs.

It is estimated that the tide of business has been rising for several months. There is no prospect at present that the revival will either terminate or suffer a serious reverse. Business recovery in general, however, has been retarded by various causes, such handicaps preventing the degree of progress that might have otherwise developed.

Three principal factors in the process of improved business relationship attract direct attention. The first is stated to be the working off of accumulations of high-priced goods left on the hands of producers and dealers when prices collapsed. The second constructive influence has been the stimulating influence of the 1922 building boom, and the third is the successful crop of the present season, which promises to increase the purchasing power of the agricultural element in the community and provides the element to discharge outstanding obligations with consequent beneficial effect upon trade in general.

Makes Every Department Pay Its Way

Changing Methods of Doing Business to Meet Changing Conditions—Quality Goods More Popular—Price Factor is Important —Merchandise Well Displayed is Half Sold—Modern Store Equipment Very Necessary—Featuring Tools and Electrics

"METHODS used in the carrying on of our business to-day are vastly different than they were some years ago, different from five years ago, and this season we find we still have to establish new schemes from those even employed last year in some of our departments. It seems the trend of custom changes almost from season to season, and more particularly in recent years. Apart from the buying end, where such care has now to be exercised, we find the selling over the counter a study in itself. It is not so many years ago that counter salesmanship was merely showing your customer the desired article, quoting the price and wait for a decision. When price, it might be said, sold the goods. Then came the time in years following, and I am speaking now of very recent years, when prices did not sell. People were demanding goods, and in many cases not even asking the price. The question was to be able to supply merchandise for sale. To-day another change has seemed to have passed over the buying public, and it is this stage that we merchants must deal with."

The above was a brief review of retailing conditions in the past years, outlined by H. St. Jacques, manager of S. Bourgeois & Company, hardware, St. Hyacinthe, Quebec. A store that has enjoyed a well established business in the community for a good many years, with developments in certain departments marked from time to time with the passing of years, until to-day each section of the store is a separate unit almost, and dependable on its showing in sales records for future existence. To be more specific, the electrical department was commenced a few years ago with the stocking of lamps only. At the present time the stock is complete enough for installation of either house or factory. If, on the other hand, these electrical supplies could not find a sale, they would have been discarded long before now. Mr. St. Jacques spoke of an isolated case where a new line was taken on, but for reasons pertaining to their locality it was found that the line could not pay its way and was at once sold elsewhere. Not in the store, at a sacrifice, because the goods could not be sold at any price in St. Hyacinthe.

New Modern Building Under Construction

With the advanced stage of merchandising now required, and the steady growth of trade, it is now realized that present premises are inadequate. "We are housed up here in too close quarters, and we cannot do justice to our goods," said Mr. St. Jacques. For this reason it was decided last year to move and extend, and a brand new building is now under construction. The location of their new stand is only a few doors away and will mean, when finished, everything in modern stores.

The front of the new store will be solid plate glass across the frontage of 60 feet with wide entrance in centre. The depth of the front store will be 90 feet, with the feature here of the extra high ceiling. The layout, as now planned, will be both modern and unique. Directly above the entrance will be the office, offering a full view of the store, and on this same level is a landing 10 feet wide, encircling the whole store. Two stairways, 7 feet wide, will be laid at the rear running from the centre of the store outward, so that when entering one can see at a glance the entrance to the raised portion. On this landing will be displayed lines that require more careful selection on the part of the buyer. There are many lines in a hardware store which the customer must take time to select, both because of more money involved and different styles usually shown. For instance, such lines as refrigerators, oil stoves, washing machines, churns, wringers, ham-



That the windows can be used very effectively for the sale of tools at this time of year is indicated by the arrangement depicted above. Modern fixtures, display boards and show cases have been used to good advantage in showing a wide range of various tools. The rest of the display is well arranged and represents a comprehensive stock capable of meeting the requirements of many local mechanics. While building has been fairly active throughout Canada this year and is continuing this Fall, such displays will continue to bring in business. Before the cold weather sets in there are many odd jobs of fixing up to be done around the house and outbuildings and such property owners are among the best buyers.

mocks, and other larger lines that usually are stocked on the floor. These can be displayed to advantage on this raised floor also because of their size, they being easily seen although some distance from the customers on the main floor.

Fixtures on the main floor will be placed some distance away from the wall on one side, this allowing passage behind for a hand truck to bring in stock. On one side the heavier goods will be shelved, including bolts, hinges, hangers, paint and varnish, etc., also the counter with the nail lines underneath. Showcases will be plentiful, adorning the centre of the floor, while aluminum ware, granite ware, tinware, will occupy the shelving on the other wall. "We have planned our new store for months," said Mr. St. Jacques, "but when completed I am sure that with our high ceiling and elevated landing as a feature, we will have one of the most modern stores in the province."

Good Display is Worth Extra Salesmen

"The old saying, 'goods well displayed are half sold' is only too true. Although we use every available means to keep our goods in the customers' eyes, we find we are still handicapped," he continued.

To a visitor to the store this is manifest, for even with a comparatively small store for the amount of stock carried, one is confronted with almost a mass of merchandise on entering the front door. Kept clean and neatly arranged as far as possible, but owing to lack of space the display does not show to advantage. In the centre of the floor, wares are stocked on tables. These form a half circle behind three silent salesmen, and above the tables are plate glass shelves for the finer wares, such as nickel plated tea pots, coffee pots, perculators, etc. Suspended also from the ceiling are wire trays which offer extra display space for lighter lines.

Fine Tool Display

If there is one section of the store that is more outstanding in appearance than the others, it is the tool department. Tools are a very profitable line with the store for many years and have grown appreciably. Two silent salesmen on the floor and two large glass fronted wall cases constitute the display. A sample of every tool stocked is in plain view.

"Mechanics are in a class by themselves, when it comes to serving them in a store. In most cases the man knows exactly what he wishes to buy before he enters the store. He knows the brand and style of tool he requires, and if he can see it before him, the sale is soon made."

Quality Counts

Continuing with the conversation dealing with present day business requirements, Mr. St. Jacques states that apart from prominent display, he thought quality was next in importance. People were to-day rather hesitant in their purchases at times, but it was not his opinion that cheaper quality at a lower price would remedy this. Take for example, cutlery, where prices in the past few years made it almost prohibitive for the working man to purchase even every day requirements. However, they did not buy the cheaper quality goods, rather they waited until they could afford it. Sales in this particular commodity had been curtailed because of high prices, but merchants would now commence to reap the benefit, with lower priced quality goods now procurable.

The same might apply to aluminumware. Housewives were now purchasing utensils of highest quality. Prices, in comparison with other wares, were high, but even the working man's wife realizes that it pays to buy quality. Sales of aluminumware in this store have increased in greater proportions than any other individual line, solely because of quality and display, in Mr. St. Jacques' opinion.

"In a town such as we have here, we find two classes of custom to cater to. With factories giving employment to a large number of our townspeople, there is the working man with only a fair salary, and the heads of the departments and executives of these same concerns, also the more well-to-do citizens who are among our customers. Both classes, however, demand the better grade of merchandise," continued Mr. St. Jacques.

Working From The Outside

"Merchandising to-day, too, often requires working from the outside, particularly does this apply to building materials. I, myself, keep a close observance on building constructions, and very often in the months of seasonable weather, I spend the mornings out among contractors and owners of buildings under construction," stated Mr. St. Jacques. "We find, as merchants in all sections must, that competition in these materials is keen, and I will admit that oftentimes we are kept hustling to secure an order. However, with a very complete stock to back us up, we are fortunately able to secure a good amount of this business.

"There is one obstacle we must overcome here, and I am sure other dealers have experienced the same difficulty. St. Hyacinthe is classed as a good manufacturing centre for its size, and consequently we have some very good manufacturing concerns in our town. It is surprising, however, the competition we must meet to even supply them with such common requirements as paint, or even tools. I am speaking now of firms whose manufacture is anything but hardware lines, or commodities that require any great amount of paint, and only a limited amount of tools. In either of these they will only use sufficient for the upkeep of their factory and machinery. Notwithstanding this, we find they purchase from other manufacturers or large jobbing houses, and very often we have no chance whatever, regardless of price. There seems to be a misunderstanding on the part of these manufacturers, and without a comparison of quotations, they are beforehand convinced that they can buy cheaper from outside sources than from their own retail hardware dealer. Such is not always the case, however, and very often we are able to compete with outside quotations. Purchases, also, can be made at home for actual requirements, and this should surely be worth something to them. The mechanic or workman whose duties are to use these articles or supplies is very apt to become careless when he knows there is a stock on hand at his disposal. We hardware merchants are willing to supply this trade with only a reasonable amount of profit, because it means a rapid turnover, and very often we are able to meet quotations from larger supply houses when quantity buying, and freight rates are considered."

Advancement in Paint Selling

Selling of paints and varnishes has now become almost an art, through the advancement of the industry, and the products now placed on the market for every purpose. Considerable knowledge in the manufacture of the many lines was now almost necessary for successful selling. There was a time when white lead in oil and linseed oil, with dries added, was advocated for painting both inside and out. Now, ready mixed paint had taken its place to a great extent, the use of the latter becoming more pronounced each year. It had been a hard task to educate some of the older users to take on the prepared mixtures, but gradually it is being done.

Now comes the "Save the Surface" argument, that is fast gaining popularity among dealers, and rightly so, because it is really bringing to the minds of the

May Be Some Good Pointers Here For You

Briefly summarized, the following are some of the strong points in this article:—

1. **Buying conditions are constantly changing and merchant must watch and prepare for these.**
2. **Make every department stand on own footing and pay a profit.**
3. **Don't carry a weak department. Study the field, put in good range of stock. Go after business aggressively. If it doesn't pay then throw it out altogether.**
4. **Good display features make salesmen's work easier and more effective.**
5. **Mechanics are a special class of buyers, particularly where tools are concerned.**
6. **Quality is important argument with price running close second.**
7. **Constant study needed to do effective selling.**
8. **Support the Save the Surface campaign in paint selling.**
9. **Quote prices in all store advertising.**

people the true sense of the value of paint as a preservative, apart from a product for decorative purposes. The present store will not allow taking hold of the scheme in a manner as they would like, but certainly the paint department in their new premises would fall in line with other dealers in promoting this sales-help.

Returns Empties at Invoice Price

Prices charged for containers by manufacturers and jobbing houses are often thought excessive. Complaints have been registered by merchants that packing cases are charged to them at a price that can in no way be realized. In many cases these are re-sold at a considerable sacrifice, but more often used for kindling wood or for early fall and late spring fuel. Seeing a large heap of these in a corner of the basement the question of how they were disposed of was asked. Mr. St. Jacques explained that in every case where a container charge is added to an invoice, this empty is kept track of, stored in a dry portion of the basement, and when a sufficient number for a truck load accumulated, they are trucked back to Montreal, and returned to former shippers at same quotation as previously paid. It must not be overlooked, however, that St. Hyacinthe is in the proximity of Montreal, and freight charges are eliminated by the use of the firm's truck.

Last, but certainly not least in importance, on Mr. St. Jacques' mind, is the question of advertising to the retail merchant. It may be the local paper that is preferred by some, solely the store windows by others, circulars, concert programmes, prize lists, etc., also being favored by many. All are considered good by this store, as many as the retailer can conveniently use. No matter where advertised, however, the price of the specified article is not overlooked. "People are anxious to know our merchandise, quality and otherwise, but they are also anxious to know the price."

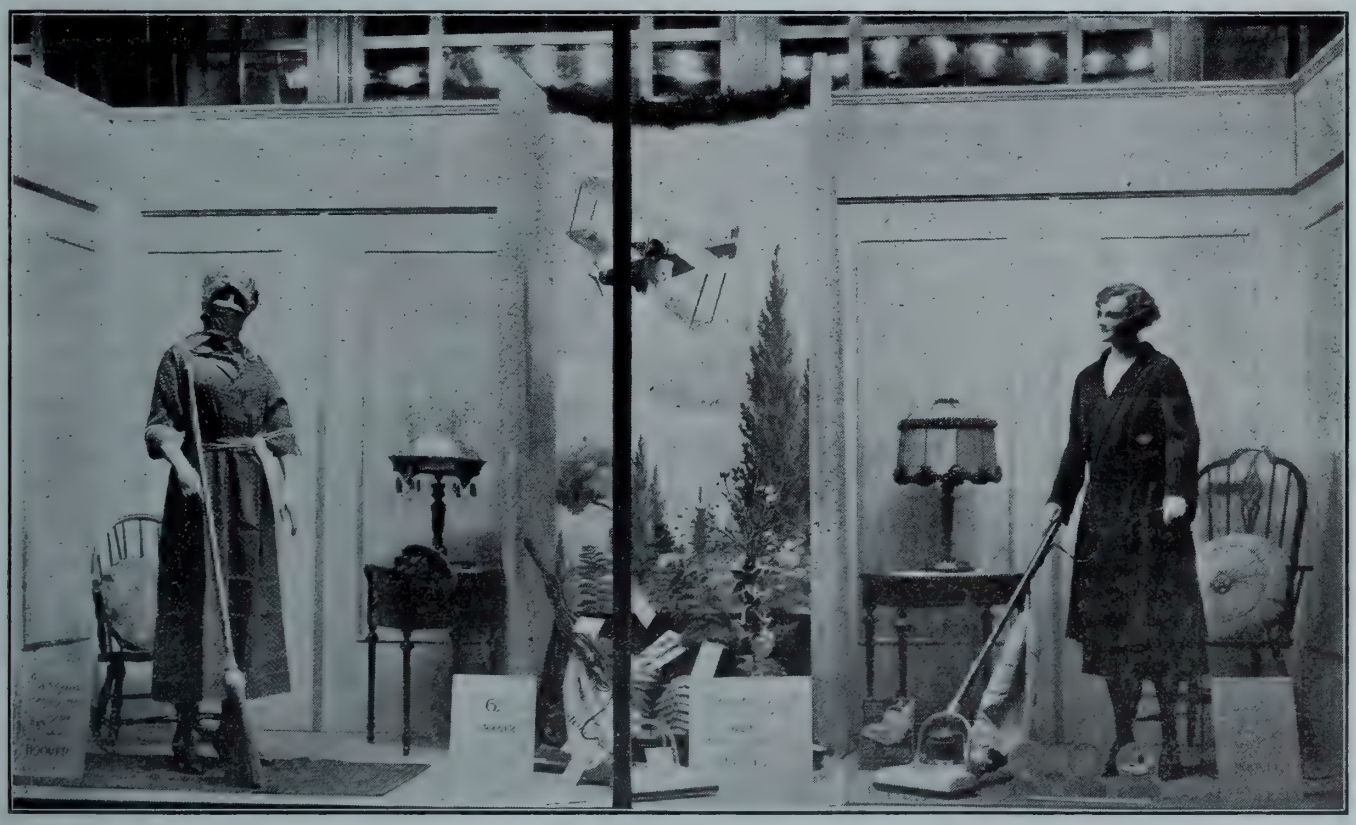
WHAT TO FEATURE FOR HALLOWE'EN

Hallowe'en is on October 31. Hardwaremen can feature wax for preparing floors for house dances, galvanized tubs, and string for the apple diving contests, various small articles for prizes, electric bulbs for lantern effects. An effective window can be dressed with pumpkins cut in grotesque figures and lighted with candles, along with Chinese lanterns, and other material conveying the impression of a harvest scene.

RAZOR PRESENTATION SET WAS STERLING SILVER

In the report appearing in last week's issue of Hardware and Metal, with reference to the presentation of sets from the Auto Strop Safety Razor Co., to the guests attending the Canadian Wholesale Hardware Association annual dinner, it was reported that the guest of honor, Sir Henry Drayton, was presented with a gold-plated set. It is stated that this set was sterling silver.

Electric Devices for Fall Housecleaning



The housewife is now busily engaged on Fall housecleaning and a harvest awaits the hardwaremen who play up the various lines they carry which assist materially in lightening labor of cleaning. In addition to the polishes, paints, varnishes, etc., there are a number of electric devices which are used largely at this season of year. Prominent among these is the electric vacuum cleaner. Proof that very attractive displays can be arranged is seen in this window display showing the comparison between old and modern methods of cleaning the rugs. This display stimulated much attention in vacuum cleaners and resulted not only in some direct sales but a splendid list of enquirers to be worked up into ultimate buyers. Now is the time the housewife is most approachable with such ideas and when they will bring best results.

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Members Audit Bureau of Circulations Member Associated Business Papers

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Our American Trade

DURING the month of August, Canada attained the noteworthy position of being the leading outside trader with the United States. Hitherto American trade with Britain has exceeded that with Canada. United States exports to Canada in this month were $56,000,000 and to Britain $55,000,000, and imports from Canada $32,000,000 and Britain $31,000,000. This country led Britain by a million dollars each way. Germany was third, with exports and imports of $37,000,000.

Furthering Interests of Good Health

GOOD HEALTH Week is to be held in Canada and the United States from October 23 to 30. This is the first occasion of this kind to be observed in Canada and it is hoped to make it a regular feature in years to come.

Plans are being made by a group of manufacturers interested in sanitary equipment, to make this week a memorable one. The idea will be developed through the co-operation of health department officials, plumbers, retailers and others coming in contact with the public. Obviously it provides merchants with a splendid opportunity to drive home the necessity of modern plumbing, heating and ventilating equipment in the interests of Good Health. There is a broad field here awaiting development.

Retail Salesman's Importance

WHAT ESSENTIALS are required to make a successful retail salesman? This question was recently asked by a delegate attending a trade convention and this was the reply: "No person can be a success as salesclerk unless they have the faculty of giving their customers complete satisfaction with every purchase made." Or in other words, selling the goods to themselves, before attempting to sell to their customers. To sell satisfaction in your dealings with the store's customers, the customer must be made to appreciate the value of the article you sell. Take, for example, a lady customer who enters the store to do some shopping. It may be only a minor article of small importance. Then again it may be some special for some memorable occasion in the family circle. In either case she has the money and you the merchandise. Her sense of self-interest rises to its highest point. While she may be a lady of friendly disposition, when she goes shopping, her instinct, sense of duty, and good sense all urge her to protect her purse—in fact, money is the one thing that lies closest to her self-centredness. From this she will not part, and then only on one condition—she must be made to feel the values offered her in exchange in the shape of some token or gift that will afford her a benefit or pleasure greater than the satisfaction she may have in keeping her money in her purse. When she considers the purchase of any article she instinctively weighs it against its cost; her self-interest scale begins to balance, first this way, then that way, weighing carefully the price against the goods until the sale is won or lost. No matter how good a farmer a man may be, nor how good a plot of land he may have, if he does not create conditions favorable to the growth of the seed sown his crop will invariably prove a failure. Similarly to the above is the hardware store salesman. Whenever there is a sale made the salesman does not really make the sale—the decision of the customer does that, but he can, and in every case should create conditions favorable to a decision for making a purchase. In this way he will not be imposing upon the customer, but on the contrary, be performing a genuine service.

The sales clerk can easily render this service when he studies his customers' wants and then shows the merchandise that will meet their requirements, also by calling attention to the goods in question and making it convenient for customers to examine the intended purchase.

More Frequent Reports on Improvement

REPORTS that business is showing marked improvement are becoming more frequent from all parts of the country. There is still, of course, an unevenness in industrial conditions, and certain industries which depend primarily upon large supplies of coal, iron and steel have, in a number of cases, been obliged to curtail operations. But this is obviously the result of an artificial curtailment of supply rather than of a decreased demand. In the case of the wholesale and retail trades the sobering experience of the last two years has modified to a large extent the general opinion as to what constitutes an autumn revival of business. Orders, though moderate in volume, have become steadier, collections have improved, and there appears to be a disposition on the part of customers to be satisfied with a much shorter term of credit.

Canada's Export Opportunity

DURING the next two months, business men will have an opportunity to discuss export affairs with two Canadian Trade Commissioners, Dr. Ross for China, and Major Gordon B. Johnson for Scotland and Ireland. In statements which they have made it is evident that important markets await development in a larger way than heretofore by Canadian manufacturers. The opportunity seems all the more real because of the curtailment that must result in trade with the United States because of the high tariff barrier which that country is raising in protection of home industry and in more intensive development of their home market. Canadian manufacturing processes follow those of our neighbors to the south very closely, and in appreciation of export opportunities in Canada the number of branch factories here is steadily increasing. Products should, therefore, be such as to meet the requirements of a trade that may be diverted in this direction.

EMPHASIS should be placed on the necessity of using only mailing lists that are up-to-date. Mailing lists should be gone over from time to time, once a year is not too often, to eliminate the dead names and to add the names of new prospects.

Such a scrutinizing would effect a considerable saving in money, time and labor, and render the success of a mailing campaign more certain. Dealers should watch carefully the returns from any such campaign and make changes accordingly.

Costs 27.8 Per Cent to Do Business

Operating Expenses in Department Stores in 1921 Were Higher in Percentage of Net Sales Than in 1920—Costs Are Arrived at From Reports Made From 392 Stores in Canada and the United States

THE COST of doing business, according to the reports received by the Bureau of Business Research, Harvard University, was higher in department stores in percentage of net sales in 1921 than in 1920. The chief items which were higher in ratio to sales in 1921 were salaries and wages, rentals, and advertising. Many of the smaller items were almost the same in percentage of sales in both years. The gross margin between the cost of the merchandise and the sales was slightly higher in 1921 than in the preceding year, but the difference was less than the increase in total expense. Consequently the average net profit was lower in 1921. It is to be noted, however, that the department stores showed an average net profit for 1921 despite the depression, whereas the retail shoe trade, the retail jewelry trade, and certain phases of wholesale business, for which the Bureau also has collected figures, each showed an average net loss for that year.

The department stores from which reports were received for both 1920 and 1921 showed an increase of 4.3 per cent. in net sales. This also was in contrast to the other three trades just referred to—the retail shoe trade having shown a decrease of 9 per cent. in net sales in 1921, the retail jewelry trade a decrease of 15 per cent., and the wholesale business records a decrease of 30 per cent. in net sales as compared with the preceding year.

392 Stores Make Reports

Reports on operating expenses in 1921 were received from three hundred and ninety-two department stores with an aggregate volume of sales of $724,820,000. The summaries in this regard, however, are based on the reports from three hundred and one firms with an aggregate volume of sales of $496,238,000.

The firms from which reports were received and tabulated were located in forty-two states, the District of Columbia, and Canada. One hundred and sixty-eight of these firms were located in cities with population less than 50,000; forty-nine firms in cities with population 50,000-99,000; fifty-nine firms in cities with population 100,000-699,000; twenty-four firms in cities with 700,000 population and over; and one firm was unidentified.

Operating expenses also are analyzed for five groups of firms classified according to their volume of sales. A supplementary summary also is given of operating expenses of the stores in five specially selected districts. An analysis has been made of the stock-turn figures and of the gross margin and net profit or loss figures of the firms from which reports were received.

The volume of business of the individual department stores from which reports were received for 1921 ranged from $16,000 to $29,000,000. Only seventeen firms, however, among those reporting, had sales less than $100,000, and the average volume of sales was over $1,000,000. The aggregate volume of sales for the one hundred and forty-nine firms that sent in fully comparable reports for both 1920 and 1921 was $305,173,000 in 1920 and $318,352,000 in 1921. The group figures for these firms are given herewith:—

	All Firms Reporting	Firms Reporting Both Years	
Net Sales	1921	1920	1921
Less than $250,000	81	22	25
$250,000-$499,000	66	32	34
$500,000-$999,000	47	31	24
$1,000,000-$2,499,000	61	36	39
$2,500,000 and over	46	28	27
Total number of firms	301	149	149

Net sales is the figure that is used to represent the volume of business of each firm. It also is the figure on which the percentages of expense and of gross margin and net profit or loss are reckoned. It serves as the common basis for comparison. On each report it was determined by deducting from gross sales, returns and allowances to customers, as well as cash discounts to employees and other purchasers and amounts collected from customers for excise and luxury taxes.

Operating Expenses

The cost of doing business is represented by total expense. This is the sum of all items of expense, including expenditures for such items as supplies and postage, insurance, advertising, wages, and also salary for the proprietor or partners, rent of the store building whether owned or leased, and interest both on capital borrowed and also on the net amount of capital invested in the business. It does not include inward freight, express, and cartage or alteration costs which are accounted for in the merchandise statement as part of the cost of the merchandise. It also does not include excise or luxury taxes, which are deducted from gross sales, or federal and state income taxes, provision for which is made in the net gain statement after the net gain for the year has been determined.

Operating expenses in department stores in 1921—301 firms—were as follows:—

Salaries and wages	15.4
Rentals	2.4
Advertising	2.4
Taxes (Except on Buildings, Income, and Profits)	0.6
Interest (On Capital—Borrowed and on Capital—Owned)	2.3
Supplies	0.8
Service Purchased (Heat, Light, Power, Delivery)	0.6
Unclassified	1.2
Traveling	0.5
Communication	0.2
Repairs	0.2
Insurance	0.4
Depreciation—Losses from Bad Debts	0.2
Other Depreciation	0.5
Professional Services	0.1
Total Expense	27.8

Total expense, which represents the cost of doing business, is the sum of the individual groups of expenses for which the common figures have just been explained.

The common figure for total expense in 1921 for the three hundred and one firms from which reports were received was 27.8 per cent. of net sales. Substantially more than one-half the firms reported total expense between 24 per cent. and 30 per cent. of net sales; the concentration around the common figure was well defined. Although the common figure in 1921 was 27.8 per cent. of net sales, the grouping of the expenses indicated that the tendency is toward a lower ratio of total expense, probably approaching a normal in the future around 26 per cent. of net sales.

The highest total expense reported was 45.9 per cent. of net sales. This firm, which had a small volume of sales, had the highest figure for salaries and wages and also the highest net loss that was reported by any store. Its rate of stock-turn was less than one-half the common figure.

BRITISH SENIOR TRADE COMMISSIONER TO RETIRE

G. T. Milne, British government senior Trade Commissioner in Canada and Newfoundland, announced this week that he expects to leave for England toward the end of next month and that he will retire from the Imperial Civil Service early next February. Mr. Milne took up his duties in Canada towards the end of the war but left for Cuba at the end of 1919. He returned to Montreal approximately one year ago.

Events in the Trade

BUSINESS CHANGES

The Johnson & Tait, hardware store, Toronto, has been succeeded by James Tait.

COMMENCING IN BUSINESS

H. J. Thompson and Harold F. Buchanan will conduct a new hardware store at Wingham, Ont. Both have had previous hardware experience. Mr. Buchanan was at one time associated with the Haileybury branch of the Northern Canada Supply Co., and was until recently connected with the Plummer Ferguson Hardware Co., of the Sault.

FIRE LOSS

F. M. Hempstreet, hardware, Winnipeg, Man., suffered loss through fire.

ROB OTTAWA STORE

The Capital Hardware Co., Ottawa, were visited by thieves, who gained entrance to the hardware store through a basement window. The burglars smashed open a cash register and took $17. A revolver and a pair of scissors were the only other goods taken.

PERSONAL

Lt. Col. Robt. Starke and Gordon C. Seybold of Starke-Seybold Limited, are attending the hardware convention in Atlantic City this week.

George Henderson, president Brandram-Henderson Limited, left on Friday of this week for England. Mr. Henderson expects to be away for about three weeks.

OBITUARY

S. D. Hewson, of the Hamilton office, Steel Co. of Canada, died on Wednesday of this week after several months sickness. He had been with the sales staff for over fifteen years.

Charles H. Potts, one of the founders of the old Halifax paint firm of Henderson and Potts, and a director of their successors, Brandram Henderson, Ltd., of Montreal and Halifax, died at the Victoria General Hospital, Halifax, N. S. Mr. Potts made his residence at Weymouth, N. S., for the past two years.

Cecil R. Lambert, president of the Cecil R. Lambert Co, manufacturers' agents, Detroit, was killed in an auto collision in Chicago. Mr. Lambert was crushed beneath the car, and his death was instantaneous. He was 35 years old, the son of the late Charles R. Lambert, former president of the Clayton & Lambert Mfg. Co., Detroit.

NEW STORE WANTS PRICE LISTS AND CATALOGS

The new Thompson and Buchanan hardware store at Wingham, Ont., are requesting wholesalers and manufacturing firms to send them catalogs and price lists.

OUT OF THE ASHES

The Norfolk and Rochester Hardware Co., Ltd., of Haileybury, Ont., who suffered a complete loss in the recent fire, announce that they are starting up again in temporary premises, and will probably rebuild next spring.

REQUIRE ALL CATALOGS

The George Taylor Hardware, Ltd., of Cobalt, Ontario, are in need of two copies of all hardware catalogues. In the recent fire, which was reported in last week's issue of Hardware and Metal, their catalog file was completely destroyed.

STEEL PRODUCTS TRADE

Winnipeg.—W. J. Wilson, sales manager of the Western Steel Products, Ltd., was the principal speaker at the annual meeting of the Salesmanagers' Association, in the Board of Trade building. Mr. Wilson's address was of a particularly informative nature, and his survey of the marked progress of the steel products industry during the past decade on the continent was received with great interest.



J. McD. WILSON
of the Chinic Ha dware Co., Quebec City, who was elected to the executive committee of the Canadian Wholesale Hardware Association for the season 1922-23, as announced in last week's issue of Hardware and Metal.

PURCHASING AGENTS HOLD THIRD ANNUAL CONVENTION

Over one hundred purchasing agents from cities all over Canada and some in the United States gathered at the Windsor Hotel, Montreal, at the third annual convention of the Purchasing Agents' Association of Canada.

MOVE TO LARGER OFFICE

The Toronto sales office of the Canada Foundries & Forgings Ltd., has now moved into larger quarters, with additional telephone facilities. The address, 185 Bay street, however, remains the same.

FISHER MOTOR COMPANY OPEN NEW FACTORY

The Fisher Motor Co., Ltd., Orillia, Ont., have opened a new factory. The building is three stories, of hollow tile construction, approximately 200 x 75 ft. The offices are located on the main floor. The products being made include die castings, sheet metal stampings, ice cream dispensers, fountain equipment, paper cup vending machines, the Ball arm radiator caps, and also a machine for dispensing paper towels.

"CHANGE OF OWNERSHIP" SALE

In connection with the recent re-organization of Ingram & Davey Ltd., St. Thomas, Ont., which is now the Davey Hardware Co., a "Change of Ownership" sale was staged with remarkable results. It is estimated that more than 5,000 persons visited the store on the opening day. Describing the patronage, Mr. Davey stated it greatly exceeded the largest Christmas crowd on record.

WESTERN ONTARIO NEWS

The Ideal Furnace Company, formerly of West Toronto, has moved its plant to Erin, Ont.

Col. W. M. Gartshore, of the McClary Manufacturing Company, London, Ont., plans to spend the winter in New Zealand and will leave shortly.

The new store of the Cowan Hardware Company at London, Ont., will be opened very shortly. The fixtures and equipment are now being installed.

The St. Marys Hardware Co., St. Marys, Ont., has been making a big drive this week in fall bulbs and has done much to stimulate interest in gardening and also in indoor bulb growing.

Sudden Death of James Hardy, Secretary Canadian Wholesale Hardware Association.

Stricken With Heart Failure While Attending National Hardware Convention at Atlantic City—Was Prominent in Canadian Hardware Circles for Over a Decade—Diversified Interests in Financial and Commercial Business

JAMES HARDY, known throughout the hardware trade as secretary-treasurer of the Canadian Wholesale Hardware Association, and prominent for a decade in manufacturing and wholesale circles, died suddenly on the boardwalk at Atlantic City on Tuesday afternoon of this week. Heart failure was the cause of his collapse. He was seated in a chair when stricken, and died before medical aid could reach him.

Mr. Hardy was attending the annual convention of the United States National Hardware Association, having made a practice of doing this for several years past. He was usually on the program at the opening sessions, making a brief address and bringing greetings from the Canadian trade.

The remains were brought back to Toronto and the funeral took place at Grace Church on Friday afternoon, October 20.

In addition to being secretary to the Canadian Wholesale Hardware Association for over twenty-five years, the late James Hardy was a member of the firm of Jenkins & Hardy, chartered accountants of Toronto, and also of James Hardy & Son, financial agents. His firm acted as secretary for a large number of trade associations and manufacturing concerns, and at one time discharged the duties of secretary-treasurer for about fifty different companies.

Mr. Hardy was of a very genial disposition and well liked among wholesale and manufacturing circles. Regrets at his sudden demise are expressed in practically all phases of Canadian hardware trade, and wherever his name and business career have been associated. He also held a large number of executive positions, among which was the presidency of the Hamilton Stove and Heater Co. Mr. Hardy was also a member of the board of directors of the Canada Creosoting Co.; a director of the Standard Bank, and president of the Muskoka Lake Golf and Country Club.

He was in his 68th year. He did a great deal of travelling and was generally prepared to catch a train on very short notice, having made a practice of keeping a grip packed for any such emergency. Mr. Hardy suffered a severe illness a couple of years ago, but after spending some months at his summer home in Muskoka, he was reported as feeling much better. His recovery was generally an accepted fact, and the news of his fatal collapse comes as a shock to many of his closer acquaintances.

The late Mr. Hardy was born at Nottingham, England, but came to Canada in 1883. He resided in Toronto for over



THE LATE JAMES HARDY

forty years, and is survived by the widow and one son, Arthur J. Hardy, a member of the firm. Mr. Hardy was still actively engaged in directing his various business enterprises, being a prominent figure in financial and commercial circles.

A local wholesale merchant described Mr. Hardy as "one of the old school whose passing will be sincerely regretted. His loss is a blow to the Wholesale Hardware Association, as he had guided the destinies of this organization almost from its conception."

S. J. Frame, of S. J. Frame & Co., Toronto, who was a former business associate with the late Mr. Hardy for over thirty years, sincerely regretted the passing of such a prominent figure in manufacturing and wholesale circles. "The passing away of Mr. Hardy will make a gap in this phase of industry, which will be distinctly felt," stated Mr. Frame, who is in a similar line of business, having for the past eight years acted as secretary for a large number of trade associations.

Peleg Howland, president of H. S. Howland & Son Co., Ltd., wholesale hardware, Toronto, made the following statement to Hardware and Metal:

"The news of Mr. Hardy's death came as a great shock to me. It was only about one week ago that he was in my office and he then stated that his health was fairly good. Mr. Hardy was a very likable man, and quickly made friends of those with whom he came into contact in his business relations. The firm of Jenkins & Hardy was the early secretary of the Canadian Wholesale Hardware Association, but the major portion of the work rested upon Mr. Hardy's shoulders. His judgment frequently had a stabilizing effect upon the affairs of the association."

Mr. Howland further remarked that he had known Mr. Hardy for something like thirty years. He also spoke of his grasp of detail and the wide knowledge of financial and commercial matters that was possessed by the late James Hardy.

"Present Forms of Taxation Are a Burden on the Retailer"

WINCHESTER, Ont. (Special).—"Encourage your local merchant. He is making your municipality whatever it is. Give him the preference whenever you want anything."

The foregoing is the advice given to a large gathering of the residents of the town of Winchester, Ont., a few days ago by Henry Watters, president of the Eastern Ontario and Ottawa District branch of the Retail Merchants' Association. The occasion was the presentation of a charter to the newly organized branch of that town, and in addition to the attendance of retail merchants from Ottawa and various points in the district, there were a goodly number of townspeople present. The Ottawa contingent, which was made up almost wholly of the hardwaremen and officials of the R. M. A., was dined at the Hotel Winchester, where they were met by representatives of the new organization. They later went to the town hall where the meeting was held. The speakers included Mr. Watters, Provincial Secretary W. C. Miller; District Secretary J. C. Campbell and Clarence A. J. Miller, representing the Retail Merchants' Underwriters' Agency. The Dominion Board, R. M. A., was represented by Assistant Secretary F. R. Perrott.

Support the Local Merchants

In his address, Mr Watters laid strong emphasis upon the importance of supporting the local merchant. "He is the man who is paying the taxes and contributing to the up-keep of the community," he said. "Whereas on the other hand, the mail order houses, hundreds of miles away, are not contributing a cent to the town's welfare."

The president then pointed out that the stronger the association was, the more it could accomplish. On the question of taxation, Mr. Watters said the present government seemed disposed to impose a burden on the retailer, which should not rest on him.

Too Many Hardware Stores in Toronto?

Retailers Suggest Wholesalers Are to Blame for Large Number of Newcomers Commencing Retail Hardware Business in Promising Localities—Discuss Standing of Painter, Whether Consumer or Otherwise—May Change Date of Regular Monthly Meeting

THAT there are too many retail hardware stores in Toronto and the surrounding district was the unanimous opinion expressed at the regular meeting of the Toronto Retail Hardware and Paint Club, held at the Central Y. M. C. A., on Monday of this week.

In introducing this question for discussion, President H. N. Joy, who presided, pointed out that this was a vital and serious problem. More retail stores were opening up all the time, several within short distances of one another. One merchant expressed the opinion that the situation has gone past the competitive stage and was almost tragic as regards its effects upon those investing their capital in this manner. Examples were freely quoted where, in local districts that could perhaps be classed as progressive and expanding, more new retail stores had recently commenced business than the most optimistic visions of the prospective size of these growing localities could be expected to sustain.

The general feeling of the meeting was that fresh ventures of this nature should be strongly discouraged, and the statement was freely made that if those commencing business in the instances under discussion, had been aware of the consequences and difficulties awaiting them, the majority would have hesitated before jeopardizing their capital.

Lay Blame on Jobbers

In discussing the matter from the viewpoint of what action could be taken by the Club to acquaint prospective merchants in respect to existing conditions, it was pointed out that several of such new stores had changed hands comparatively soon after opening. It was felt that many newcomers in the field vanish within a short period, either selling out or followed by another. One reason for this condition was advanced that jobbers are too keen to open up new accounts, without taking into consideration the class of trade, the size of the district, its future prospects and the number of retail hardwaremen already established therein. It was felt that it lay within the jobbers' province to remedy this situation.

It was also felt that some of the more recent cases were launching out under a false impression, while others have had little experience in the hardware industry.

Frank Jackson, a member of the executive committee, expressed the opinion that many of those recently established in the retail business were being nursed along by wholesalers and manufacturers in the hope that later on, perhaps in the near future, they would be in an improved position. Another merchant stated that wholesalers were very largely to blame, and such action on their part tending toward these conditions in the local trade, failed to take into account its effects upon the merchants who had been perhaps the pioneers in those districts now in the limelight. On the other hand, however, it was admitted that if the wholesaler refused to sell to a prospective merchant, it would not prevent the goods from being secured from some other house, and in connection with this phase of the subject a further theory was advanced that should all city jobbers fail to meet the requests of newcomers, they themselves would soon be faced with undue outside competition. This matter was finally left to the executive to deal with.

The Price to Consumers

Another important question before the gathering was whether manufacturers and jobbers of paints, lead and oil, should sell consumers and others at wholesale prices.

Here again an interesting discussion developed, the principal factor being whether the painter should be classed as a consumer or otherwise. Many merchants contended that the painter and decorator was merely a consumer in that he does not carry stock for sale, but only contracts for his requirements according to the current needs of the jobs in hand. In comparison it was pointed out that the retail hardware merchant buys purely for re-sale purposes and should be protected.

In the open discussion which followed, it was admitted that certain manufacturers protect their dealers, some around five per cent. and others up to ten per cent. That this was not a sufficient margin was readily endorsed. One retailer expressed the opinion that manufacturers and wholesalers were out to create and develop a larger volume of sales and merely took advantage of any opportunities which presented themselves. It was then pointedly stated that the retailer can supply all requirements in this field if given a legitimate opportunity to do so.

Classing the painter as a party entitled to preferential treatment, the statement was made that he bought the paint and then re-sold it to the actual consumer. In opposition to this, another merchant remarked that the painter was merely the representative or agent for the consumer in purchasing the paint, and when he paid for these products it was really done on the consumer's behalf only. The only thing which the painter sold was service and labor or time in the application of the goods. The matter was finally left open.

Report of Picnic Committee

While the attendance at the meeting was not large, the discussion at all times was keen and interest well sustained throughout. The meeting opened with the usual routine being speedily transacted. The report of the picnic committee was then introduced and adopted as read. This dealt with the first annual picnic conducted by the club last July, which resulted in a small balance being paid into the general exchequer. Certain recommendations were then made regarding future picnics, especially with respect to securing greater attendance of members and their families. This matter was also referred to the executive committee.

Much time was spent in discussing examples of price shading between competitive firms which were aired before the meeting. No definite line of action was taken respecting this matter.

Frank Jackson moved a motion to amend the by-law whereby the date of the regular meetings of the club could be changed from the 2nd Monday in each month to the second Tuesday. A resolution will be introduced and voted on at the next meeting whereby this alteration to the constitution will be open to receive the sanction of the members.

It was also decided to hold the next gathering on Tuesday, November 14, the change from the Monday evening being the result of the mediocre attendance. The location will be announced in Hardware and Metal, this decision being left with the committee. A number of interesting items are scheduled to come up for discussion at each gathering, and it is the intention to provide speakers on special topics of interest as the occasion requires. President Joy announced that there was no dearth of competent speakers, and was thereupon promptly commissioned to arrange for a speaker at the next meeting on the topic "Salesmanship." Other questions of vital interest to the retail trade will be taken up and discussed, together with recommendations decided upon.

The meeting also endorsed a special drive for membership in the organization, an inducement being offered that the usual fee cover an extended period for the balance of this season as well as the complete year to end of 1923.

New Hardware Goods

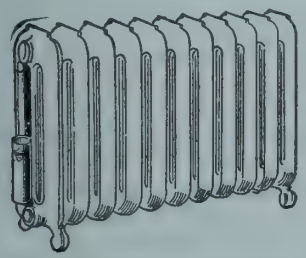
Offered to Canadian Hardwaremen

RADIATOR HUMIDIFIERS

The Sheet Metal Products Co., of Canada Ltd., Toronto, are placing on the market a new radiator humidifier.

This humidifier is designed so as to fit in between the upright sections of a hot water or steam radiator. The evaporating pan is 18 inches long by 9½ inches deep, and the supply can is three inches in diameter by 9½ inches high, this holding over two quarts of water.

The manufacturers point out that in experimenting with this humidifier, it was found that almost one quart of



S.M.P. Radiator Humidifier.

water per day was evaporated in a cold temperature. It is stated that in large radiators and under special conditions, two of these humidifiers can be used to each radiator, one at each end.

For the present the makers state that these products will be made in one size only and will be finished in either pearl gray or white. It is claimed that this humidifier will fit almost any standard radiator, except the very low ones.

GROUND-FORM GEAR CUTTERS

The Browne & Sharpe Mfg. Co., Providence, R. I., has introduced ground-form gear cutters which, as the name implies, are ground on the tooth form. It is claimed that this grinding corrects all hardening distortions, giving each tooth great accuracy of form and aligning all teeth with the hole in the cutter.

It is pointed out by the makers that as the work of cutting is evenly distributed among all the teeth, the resulting heat is not confined to any one portion of the cutter. This removes one of the commonest causes of cutter wear—localized heating. Another factor which is said to add to the life of ground-form cutters is that grinding of the form gives the teeth a positive clearance, eliminating "rubing" of the form back of the cutting edge. These cutters can be furnished from 1¾ pitch to 12 pitch inclusive.

STARRETT HAND VISE

The new Starrett hand vise, No. 200, placed on the market by the L. S. Starrett Co., Athol, Mass., is said to have a wide range of usefulness in the machine shop, garage and home. It is claimed to be particularly suitable for work around speed lathes, drill presses, etc.

A feature of this vise is the adjustable handle which may be clamped at any point within a radius of 180 degrees. This opens up many uses for it. The stationary jaw has three V grooves for clamping cylindrical pieces such as wire. The rod and spring are intended to prevent the adjustable jaw from flopping around when opening or closing the clamp. The capacity of the vise is 1 inch. The depth from the end of the jaw to the first screw is 1⅛ inches.

AUTOMATIC BLOW TORCH

The Lenk Manufacturing Co., Boston, Mass., are placing on the market an automatic blow torch, which generates its own power. This is described by the makers as a convenient and practical tool for tinsmiths, farmers, autoists, and electricians. It operates on denatured oil. It is constructed in two cylinders, the size being 5½ x 2 x ⅞ inches. After filling both cylinders, the wick is ignited and it is said that within a few seconds a force is automatically generated, producing a long needle-point flame. This blow torch is non-leakable, and other features pointed out by the manufacturers are that no pumping, priming or blowing is required. This device is stated to be capable of producing a flame of more than 1,400 degrees Fahr.

STANLEY DISPLAY CARDS

The Stanley Works of New Britain, Conn., will bring out, during October, a series of six window cards—each card featuring a practical and appropriate use for Stanley tools when purchased in chests.

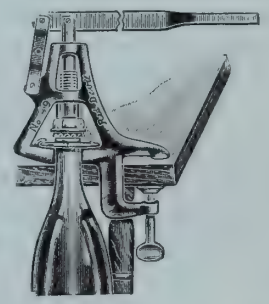
These cards are lithographed in eight colors, reproducing original oil paintings. Cards measure 13½ x 18½ inches and portray tools not only as a seasonable product but an all year round as well.

They have six distinct ideas, each a selling talk. The subjects are as follows:— Pals, His Hobby, Christmas Morning. Doping it out with Dad. Furnishing the Home. Gifts. A set of these cards can be obtained on request from the above manufacturers.

"RED DEVIL" BOTTLE CAPPER

Smith and Hemenway Co., Inc., Irvington, New Jersey., have placed on the market a bottle capper embodying several special features. According to the makers, it will cap all bottles with a standard neck, whether large or small. This product also seals all bottles air-tight.

The operation of the Red Devil bottle capper is as follows: The device is fastened to a table, the bottle is inserted, a crown cap is placed over the top of the bottle and then pressure is applied



"Red Devil" Bottle Capper

on the handle of the capper. The result is said to be an air-tight seal. It is further pointed out that the cap cannot fall out. It is said that there are no parts to get out of order or break. This device is finished in dull nickel.

SPEED INDICATOR

A new Speed Indicator, No. 748, is being placed upon the market by the Brown & Sharpe Mfg. Co., Providence, R. I. This device determines the revolutions of shaftings, overhead works, motors, etc., in either direction and measures both high and low speeds.

In design this indicator has few parts. The readings are taken from one side. It is set at zero for repeated use.

The indicator registers up to 5,000 revolutions by every 5 revolutions, although speeds much faster than 5,000 r. p. m. can be readily determined. Two arrows on the face of the dial indicate the figures to use for the different directions of rotation. The figures showing through the small round windows on the dial read every 5 revolutions direct. The small inside dial reads every 100 revolutions. This dial is turned to 0 for repeated use by the knurled knob on the back of the indicator.

The fibre handle is an insulation against electricity. The working parts are enclosed in a dull-nickeled case.



HARDWARE prices continue very firm, the majority of current changes being of an upward nature. Another budget of price advances supplies the premier development in this week's market reports. Higher levels are now in effect on the following items: Turpentine, cotton wrapping twines, agricultural wrenches, wagon hardware including malleable plough clevises, track spikes, corn house brooms, small nuts, miscellaneous wire nails, zinc sheets and radiator valves. Owing to the strength in primary metals, it is expected that an advance in solders will be put into effect in the near future. The list of downward revisions is again smaller this week, pig iron supplying one of the premier changes in this direction, while the second decline on gasoline within a week attracts special attention. New price levels also appear on certain makes of brass compression bibbs, while western centres record increases on toe caulks. Prices on carpenters' tool baskets have been reduced approximately ten per cent.

MODERATE activity is generally recorded in the iron and steel trade, while sheet supplies are now in heavier volume. The recent improvement continues in the boiler tube market, a steadier tone being evident with more extensive construction and repair work at this season. Range boilers are also reported fairly active. Hardware business is fair to good this week, the arrival of colder weather having stimulated the sale of many seasonal lines. Wholesalers record that a bustle of activity is noted in supplying rush orders for stoves, accessories, heaters and companion goods. The rise in turpentine prices is a special feature, the current advances having established a new high mark for this season.

Montreal, Que.

MONTREAL, October 19.—Lower prices on auto tires and tubes attract attention in the current hardware markets. Through a revision in discounts and a change on list prices, a reduction of varying extent is shown. A further drop of one cent in gasoline prices is announced, this making the second decline in one week. A new price list is issued on wagon hardware showing higher prices on malleable clevises and a few other sundry lines. Market tendencies are also of interest, an advance in solders being probable at an early date, while other ingot metals cause a firmer tone in lead and zinc products. There is also a weaker trend to galvanized sheets, and slightly lower prices on all gauges is predicted in the near future. An unsettled feeling is again noted in corrugated, with a rumor that prices are being shaded to secure business. The wrought pipe market is still very firm with mills reporting active business and still behind in their orders.

Business in hardware circles continues in seasonal proportions, and while certain lines are a little quieter, there is a good movement in goods seasonable at this time of year. Range boilers are fairly active sellers at the present time, and boiler tubes are moving in better volume.

REDUCED PRICES ON AUTO TIRES AND TUBES

Montreal.

As announced in last week's issue, lower prices on automobile casings and tubes were expected at an early date. Manufacturers now announce a reduction of from five to ten per cent., some of the better selling sizes and grades showing a bigger decline because of competition. Certain list prices are lower, and the discount on casings has been changed from 20 per cent. to 25 per cent. off, while the discount on tubes has been revised from 25 per cent. to 30 per cent. off list prices. A special discount of five per cent. is again offered for cash. Following is new list with discounts.

AUTOMOBILE TIRES—

Size	Casings Cord	Fabric	Tubes Regular	Extra Heavy
30 x 3		11 00	1 75	1 85
30 x 3½		17 50	14 50	2 00	2 20
32 x 3½		27 50	19 50	2 50	2 75
31 x 4		31.75	21 60	3 15	3 45
32 x 4		35 00	25 50	3 40	3 75
33 x 4		36 00	26 80	3 50	3 85
34 x 4		37 00	27 40	3 70	4 05
32 x 4½		45 25	34 70		4 70
33 x 4½		46 25	35 90		4 80
34 x 4½		47 50	37 00		4 90
35 x 4½		48 75	39 00		5 15
36 x 4½		49 75	40 00		5 30
33 x 5		56 26	44 00		5 50
34 x 5		58 00			5 70
35 x 5		59 25	47 00		5 85
37 x 5		62 25	50 00		6 20

Discount; casings 25 per cent. ,tubes 30 per cent. 5 per cent. cash, 10th month following.

IMPROVEMENT NOTED IN BOILER TUBE MARKET

Montreal.

Local distributors of boiler tubes state that a better movement is still in evidence, the call for these products showing an appreciable improvement in recent weeks over previous months. The undertone of the market is described as steady with a slight tendency towards firmness. For the balance of this month and well into next a fairly good demand is anticipated owing to more extensive construction and repair work usual at this season. Following are average quotations on the various sizes:

BOILER TUBES—

	Seamless	Lapweld
1 inch	19 00	....
1¼ inch	21 00	....
1½ inch	20 00	....
1¾ inch	23 50	23 00
2 inch	20 00	19 00
2¼ inch	23 00	21 50
2½ inch	26 00	22 50
3 inch	32 00	28 50
3½ inch	37 00	33 00
4 inch	47 00	42 00

Prices per 100 ft. f.o.b. Montreal.

NEW HIGHER PRICES ON MALLEABLE CLEVISES

Montreal.

New price lists have been issued by manufacturers of wagon hardware, and higher prices are recorded on malleable clevises and a few other sundry lines.

MAY BE SLIGHT REDUCTION IN GALVANIZED SHEETS

Montreal.

Underlying conditions in the sheet markets are little changed from one week ago, and from a distributing point of view former price levels are still quoted. As outlined last week slightly lower quotations in the near future were anticipated because of accumulation of stocks following heavier shipments from England and sources to the south. This tendency is still evident and one local distributor stated that although mill prices are steady, a reduction of twenty-five cents per 100 lbs. on all gauges of galvanized sheets may be made within the next week or so.

It is pointed out, however, that while keen competition and heavier stocks may figure prominently in the market from now on, there is the close of navigation and the resultant higher transportation costs to be anticipated. Orders now placed will be forwarded from the coast by rail and this should strengthen the situation to a degree, especially in view of little or no signs of a recession at production centres.

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 85
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 25	7 75
26 gauge	7 00	7 50
24 gauge	6 40	6 90
22 gauge	6 05	6 55
18—20 gauge	5 35	5 85
Other Brands—		
10¾ oz.	7 00	7 50
28 U. S. gauge	6 60	7 10
26 U. S. gauge	6 30	6 80
24 gauge	6 15	6 65
22 gauge	6 15	6 65
18—20 gauge	6 00	6 50
16 gauge	5 85	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

CANADIAN OIL GATES NOT YET ADVANCED

Montreal.

In last week's issue of Hardware and Metal reference was made to an advance in quotations on the Perfection and Stebbins oil and molasses gates. This applies only to the American makes, Canadian manufacturers not yet announcing any change.

ANOTHER DROP IN GASOLINE PRICES

Montreal.

A further reduction of one cent per gallon is made in quotations on gasoline, this making the second decline in one week. Local prices are now 32 cents for the motor grade and 35 cents for higher grade. Coal oil still remains unchanged.

CEMENT QUOTATIONS SHOW NO CHANGE

Montreal.

Current quotations on cement are unchanged notwithstanding slightly lower levels have been reached in other domestic centres. A slight weakening in the local market however would not be surprising as a slower movement of this product is now in evidence and transportation costs are on a slightly lower basis. Unchanged quotations are as follows:

CEMENT—	
Car load lots, per bag, f.o.b. steam cars	0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b. yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Rebate of 20 cents for empty bags.

UNSETTLED MARKET AGAIN EVIDENT IN CORRUGATED

Montreal.

Following a period when corrugated sheet prices were on a fairly steady basis, there are again signs of an unsettled feeling, with prices being shaded in some quarters. Conditions in the market for these products have varied considerably during past months, and while the fact that supplies of flat sheets being none too ample recently steadied the market tone, there was formerly the unsteadiness which is now again showing. Business continues in fair proportions although not as brisk as a few weeks ago, and this is also said to be assisting towards the unsettled feeling. List prices and average discount are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

WROUGHT PIPE MILLS ARE STILL VERY BUSY

Montreal.

In discussing the continued firm tendency in the undertone of wrought iron and steel piping, producers emphatically state that present prices, list No. 56, are still on a very firm basis. Apart from prevailing higher costs of raw materials there is the question of deliveries to be considered, domestic mills still being very busy and two weeks behind in their orders, and this has its strengthening effect on the market. American producers are in much the same position, although deliveries there are even farther behind with demand continuing exceptionally good. No further advance has been made in steel piping prices on the United States markets although this has been expected for a few weeks past.

FURTHER IMPROVEMENT IN RANGE BOILER SALES

Montreal.

The sales movement of range boilers is now reported to be quite satisfactory, an improvement being noted in more recent weeks. Apart from the amount of new construction work demanding supplies, the season is now well on hand when old boilers need replacement, or new installations are made in older dwellings, before the cold weather sets in. No further change in quotations has been made since the revision of a few weeks ago, and following are list prices and prevailing discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$13 60
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent. Extra heavy, 35 per cent.

HIGHER SOLDER PRICES EXPECTED IN NEAR FUTURE

Montreal.

The firm tendency of tin on primary metal markets continues and is of such proportions that advanced quotations on solders are considered altogether likely on the local market in the near future. The stronger tone in this metal commenced to show itself about two weeks ago and has since been on a steady upward climb. Lead and spelter are also continuing in their improved market position, the former recording a further advance within the past few days, while the trend of spelter has been of a steady firming nature for some time past. The undertone of finished products therefore is firm, but the tendency is expected to reflect on solder prices before any direct effect is felt on other lines. Present prices are as follows:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 10½
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¼
Do., 4 to 8 lbs. sq. ft., lb.	0 9½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 25
Do., strictly, lb.	0 22
Do., commercial, lb.	0 21
Do., wiping, lb.	0 21
Do., wire, lb.	0 35
Zinc sheets, casks	0 11
Do., broken lots	0 11½

SEASONAL TRADE CONTINUES IN PIPE FITTINGS

Montreal.

A fair seasonal trade continues in pipe fittings, with the undertone of the market remaining firm. Although there was a feeling among the local trade a few weeks ago that higher prices were likely there is still said to be no definite indication that such a change is probable, although chances of any recession are very remote.

PIPE FITTINGS—

Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70 per cent.

STEADY MARKET FOR BAR PRODUCTS LOOKED FOR

Montreal.

Following opinions expressed last week that from more recent indications further increases in quotations on bar products were unlikely, for the present at least, producers state that the tendency is now towards a steady market tone for future. Although pig iron prices are a little lower than formerly other production costs fully warrant present selling figures. The situation, therefore, with regard to future price levels would seem to rest with distributors, and while prevailing quotations are lower than those quoted on other domestic markets, there seems little likelihood of a change in an upward direction. Unchanged current levels are the following:

IRON AND STEEL—

Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

STRONG TREND REMAINS IN MOST METALS

Montreal.

There is a firming tendency in practically all ingot metals, some markets showing a considerable amount of strength. Copper, which has been displaying a strong undertone in recent weeks, is now rather dull with little interest apparent.

TIN.—This metal has been advancing steadily for the past ten days and has reached a new high level for the year both in London and New York. It would appear that some pressure has been brought to bear and from present indications higher figures may yet be expected. Buying locally has been somewhat less on the advance, and the market is quoted at 38 cents.

COPPER.—Copper is dull and easier both in London and New York. Export demand is reported poor, and with production on the increase in the United States and offerings from South America available, supplies are heavier. It is possible to buy for first quarter delivery at about to-day's prices which does not indicate much strength. Electro is quoted at 17¾ cts., casting at 17½ cts.

LEAD.—This market is still strong in the U. S. A. and London remains firm. Demand is not quite as good as it has been, but there is no weakness evident and higher prices would not be surprising when navigation closes. Present quotation is 7¼ cents.

SPELTER.—The American market recovered sharply from the re-action earlier in the month and is again quite firm, while London continues to register a new high price each day. It is still below the American equivalent and should advance further. Local market is stronger with consumption very good, and is quoted at 9 to 9¼ cents.

ANTIMONY.—The situation in antimony appears to be slightly easier in the U. S. A. owing to freer offerings from China. The Canadian market will now have to absorb shipments in bond from China because of the new high duty in the United States. Local market is steady at 7¾ cts. for English and 7¼ cts. for Chinese.

ALUMINUM.—Aluminum has been stronger in the U. S. A., but there is no change locally and price remains at 22 cents.

Toronto, Ont.

TORONTO, October 19.—Another large number of price advances features the weekly market reports. Among those products with higher levels are, agricultural wrenches, malleable plough clevises, track spikes, small nuts, cotton wrapping twines, miscellaneous wire nails, zinc sheets and radiator valves. It is also expected that an advance will be put into effect on solders in the near future. Compression bibbs are at revised quotations, while lower prices are recorded on pig iron and gasoline, the latter change being the second reduction on this product within a few days. Wire nail quotations are still considered on a nominal basis. The new prices on papers and sheathings are not yet generally in effect, but it is admitted that the revisions will become operative very shortly. A return of unsettlement is noted in corrugated sheets, owing to easier prices on flat sheets, a larger volume of supplies and the approach of the quiet season. Moderate activity is noted in the local steel trade.

HIGHER PRICE LEVELS ON PLOUGH CLEVISES

Toronto.

Malleable plough clevises have been advanced in price this week, the extent of this development being around one cent per pound.

WIRE NAIL QUOTATION ON NOMINAL BASIS

Toronto.

Although the current local base price of $3.65 on wire nails is still reported as nominal in certain quarters, the opinion is again expressed that some settlement of this situation, which has been outlined in recent issues of Hardware and Metal, will be made in the near future. Jobbers state that manufacturers are advising of a contemplated increase in quotations, a factor which has been noted from time to time and given little credence in local circles during recent weeks. In one quarter, however, it was pointed out that the strength of primary markets, basic materials and production costs all supply a note of firmness.

AGRICULTURAL WRENCHES AT INCREASED PRICES

Toronto.

New discounts are recorded this week on agricultural wrenches which place quotations on a higher level. The revised price is 47½ and 2½ per cent. off list, compared with the former discount of 50 and 2½ per cent.

COTTON WRAPPING TWINE PRICES AGAIN RISE

Toronto.

Cotton wrapping twines in balls and cones have been advanced two cents per pound. The revised quotations follow:

TWINE (COTTON)—

5 lb. sack, 3-ply	0 56
Do., 4 ply, lb.	0 59
Cones, 3 ply, lb.	0 52
Do., 4 ply, lb.	0 55

NEW DISCOUNT BRINGS ADVANCE ON NUTS

Toronto.

An advance of approximately fifteen per cent. has been recorded in prices on small nuts. The new discount on these products is 32½ per cent., compared with the previous quotations of list less 37½ per cent.

QUOTATIONS ON TRACK SPIKES ALSO HIGHER

Toronto.

Track spikes have also attained higher price levels, the revised quotation being $4.25 per cwt., compared with the former level of $3.75.

NEW ROOFING PRICES NOT YET GENERAL

Toronto.

Although the new higher prices on rubber roofings, building papers, sheathings and felts are not yet generally in effect, it is admitted that the revised levels will be made effective within a few days.

MISCELLANEOUS WIRE NAILS ADVANCED IN PRICE

Toronto.

An advance of almost ten per cent. is recorded this week in quotations on miscellaneous wire nails. The revised discount is 70 per cent. off list, as compared with the former quotation of 72½ per cent. The usual extras remain unchanged.

FURTHER CUT OF ONE CENT PER GALLON IN GASOLINE

Toronto.

Gasoline prices have recorded the second decline within a week, another reduction of one cent per gallon being announced. The previous recession recorded in last week's issue of Hardware and Metal became effective on October 11, while the latest revision was announced on October 17. This brings the current price level to 32 cents per gallon. As pointed out in recent market reports, this product has assumed a decidedly easier tone in primary markets, and the current change is in line with similar price cuts by refiners in southern centres.

Coal oil quotations on the other hand, continue strong, with a slightly more active demand recorded for this product during recent weeks.

EASIER PRICES ON PIG IRON MARKETS

Toronto.

A decidedly easier trend is noted in the pig iron market. Several weeks ago the outlook in this direction was for continued higher prices, but upon the resumption of coal supplies, it is stated that too many furnaces blew in, and declines have already been recorded in certain American production centres. Reduced quotations are also noted locally, the prevailing level being $36.30. This change of front is evident in domestic as well as other markets, the booking for the first quarter being described as noticeably less active. Now that the change in price is recorded, however, more interest in this direction is generally looked for.

SOIL PIPE REFLECTS RAW MATERIAL TREND

Toronto.

The soil pipe market continues to reflect the upward climb of certain raw material prices, and while these basic elements have halted their march toward higher price levels, the movement is still being reflected in quotations on the finished products. Owing to the advanced fall activity in building circles, the call for soil pipe and fittings is described as keeping up in remarkably good volume for this season of the year. There has been no further change in local quotations on these lines, the revised discounts of a few weeks ago still being in effect as follows:

SOIL PIPE—

2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net

FITTINGS—

2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

COMPRESSION BIBBS AT NEW PRICE LEVELS

Toronto.

Certain numbers of compression bibbs now appear with revised discount levels, while radiator valves have been advanced in price. The new discount on radiator valves is 54 per cent., compared with the previous level of 58 per cent. Stop and waste cocks, No. 3,480, are now quoted at 45 and 30 per cent. off list, while No. 3483 are less 65 per cent.

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in	50%
Do., 2½ in to 3 in.	43%
Globe angle and check valves, standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	54%
do., do., removable disc	54%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%

BASIN COCKS:—

No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

ZINC SHEETS HIGHER: SOLDERS MAY FOLLOW

Toronto.

Prices on zinc sheets have been advanced another one cent per pound, this change bringing the average local quotation to within 11 and 12 cents per lb. It is also stated that solder prices are very strong and the viewpoint is expressed that an advance of half a cent per pound will most likely be put into effect during the next few days. This tendency is a reflection of the strength of primary metals, tin now climbing up again, while spelter and zinc continue to record a firm tone. Following are current levels:

LEAD AND ZINC GOODS—

Lead pipe list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	**0 22½**
Do., wiping, lb.	0 21
Do., guaranteed, lb.	0 24
Do., commercial, lb.	0 21
Zinc sheets, per lb. 0 11	0 12

RETURN OF UNSETTLEMENT IN CORRUGATED SHEETS

Toronto.

Due to the larger stocks of flat galvanized sheets, and the lower prices recently annnouced on these goods, this condition has been reflected in the corrugated market, an easier trend having developed during recent weeks.

The active season is now drawing to a close, and it is stated that price shading on smaller sizes has again become apparent in certain quarters. The opinion was expressed by one local distributor that this unsettlement is not generally looked upon as serious. No change in quotations has been announced, the nominal list still being quoted, it being pointed out that corrugated sheets did not advance in proportion when the strength in flat sheets was most apparent.

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

FAIR ACTIVITY NOTED IN RANGE BOILERS

Toronto.

A fair degree of activity is generally reported in range boilers, although the seasonal movement is also described as keeping up well for this time of the year. The strong undertone in this market, caused by the rising cost of raw materials, has recorded a lull, which in some quarters is considered as temporary while in others it is attributed to the advancing fall season. The flat galvanized sheets have ceased to climb in price, and no further advances in quotations on range boilers and other galvanized products are therefore in sight, at present. Following is the unchanged list and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	88 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent; Extra heavy, 35 per cent.

WROUGHT PIPE STILL ON FIRM FOUNDATION

Toronto.

Wrought piping continues on a strong price basis, with an active movement in the smaller sizes. There has been no change in price, list No. 56 still governing the local market. Primary conditions, however, are described as firm, with the natural reflection of higher production costs in the tone of the finished goods. Owing to the more or less restricted condition of large construction, the call for heavy sizes of

pipe has been moderate and with the completion of work of this nature and the passing of the summer months, trade in larger sizes is again reaching the quiet stage. The shortage that was apparent in small quick-moving sizes is now being rapidly overcome, while the delivery conditions are described as well in hand.

WROUGHT PIPE

Price List No. 56. August 23, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	14 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	29 25	38 6	....	....
2½ in.	29 25	38 61	....	....
3 in.	38 25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in.	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 95	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1
5 in.	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 83
7 in.	1 38	1 79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

SHEET SUPPLIES NOW IN HEAVIER VOLUME

Toronto.

The general situation as regards supplies of galvanized and black sheets is now described as easier, this being one of the principal factors in the recent downward price movement recorded in last week's issue of Hardware and Metal. Two elements contributed towards this development, namely: a falling off in the current demand due to the lateness of the season, and receipt of larger supplies from the British markets. It is stated that present levels are fairly steady and taking all things into consideration, the undertone is moderately firm. Primary sheet markets are also affected, however, by the coming on of the quiet season in the production end of the automobile industry.

BLUE ANNEALED SHEETS—

10 gauge, base	4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40

BLACK SHEETS—

18-20 gauge	5 05
22-24 gauge	5 10
26 gauge	5 15
28 gauge	5 25

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED SHEETS—

	Premier and	Apollo
10¾ oz.	6 65	7 15
U. S. 28 base	6 25	6 75
U. S. 26 base	5 95	6 45
22 and 24	5 80	6 30
18 and 20	5 65	6 15
16	5 50	6 00
12 and 14	5 35	5 85

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

London, Ont.

LONDON, October 19.—Hardware business here this week is good. The cooler weather has stimulated the sale of many lines and the stores are kept busy supplying rush orders for stoves, stove accessories, electric heaters and kindred lines.

Prices continue very firm, most changes being in an upward direction. Linseed oil, turpentine and miscellaneous wire nails are quoted higher.

LINSEED OIL PRICE FIVE CENTS HIGHER

London, Ont.

The price on linseed oil has advanced five cents per gallon, thus bringing the average quotation to $1.10 for raw. A fair seasonal sale is generally recorded. The revised price levels follow:

LINSEED OIL—

	Raw	Boiled
1 to 2 barrels	110	1 13
	Imperial Gallon	
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, add 15c gallon.

FURTHER INCREASE IN TURPENTINE QUOTATIONS

London, Ont.

A new price, ten cents per gallon higher, is now in effect on turpentine. This further advance brings the revised average quotation to $2.10 per gallon. A good sale is recorded. The tone of the primary markets is described as decidedly firm.

TURPENTINE—

1 bbl. lots, $2.10 imperial gallon. 2 to 4 barrel lots, $2.09 imperial gallon. 5 gallon lots, $2.25 per imperial gallon.

ANOTHER TEN CENT RISE IN TURPENTINE

Turpentine prices have been advanced this week another ten cents per gallon, this change bringing the local quotation to $2.20.

NEW HIGHER PRICES ON CORN HOUSE BROOMS

London, Ont.

Corn house brooms have been advanced in price this week to the extent of $1.00 per dozen. The revised quotations follow:

CORN BROOMS—

Special, $6.00 doz.; No. 7, Bamboo Handle, $10.00 doz.; Carpet, $9.00 doz.; No. 8, Hardwood Handle, $11.00 doz.; No. 7, Hardwood Handle, $10.00 doz.; Parlor, $8.50 doz.; 4 String Hardwood Handle, $7.25 doz.; XX Hardwood Handle, $6.50 doz.

DEMAND FOR GAME TRAPS NOW EVIDENT

London, Ont.

Dealers generally report game traps to be moving in satisfactory volume, the current demand being satisfied at the following price levels:

GAME TRAPS—

Victor, No. 0, $1.95 doz.; No. 1, $2.25; No. 1½ $3.45; No. 2 $4.75; No. 3, $8 00; No. 4, $9.75. No. 2, $4.75; No. 3, $8.00; No. 4, $9.75.

Oneida Jump, No. 0, $2 55 doz.; No. 1, $2.90 No. 1½, $4.15; No. 2, $6.40.

Hawley and Norton, $3.65 doz.; No. 1, $4.30; No. 1½, $6.55; No. 2, $9.10; No. 3, $12.15; No 4, 14.35.

Newhouse, No. 1, $6.40; No. 1½, $9.60; No. 2, $14.40; No. 3, $19.20; No. 4, $22.40.

EASIER PRICES ON CARPENTER TOOL BASKETS

London, Ont.

The prices on carpenter tool baskets are around ten per cent. lower, this reduction bringing the following quotations into effect:

Round and lined.

No. 4 .....$13.00 per dozen
No. 5 ..... 14.00 per dozen

IMPROVEMENT IN SALE OF ASH SIFTERS

London, Ont.

The sale of ash sifters which has been rather slow this fall, is now reported as showing a marked improvement during the past few days. Prevailing prices are as follows:

ASH SIFTERS—

Common Wood Sides, $2.65 doz.; Banner No. 2, $2.65 each.; Banner No. 3, $1.95 each.

STOVE BOARDS NOW IN SEASONAL MOVEMENT

London, Ont.

Stove boards are also numbered along seasonal lines enjoying a brisk movement at present. Following are current quotations on the American Persian design of stove boards:

STOVE BOARDS—

24 x 24—$13.75 doz.; 26 x 25, $16.25 doz.; 26 x 26, $16.25 doz.; 28 x 28, $18 90 doz.; 30 x 30, $21.90 each.; 33 x 33, $26.00 doz.

SHOVELS AND SCOOPS AMONG POPULAR LINES

London, Ont.

Fairly brisk activity is now noted in shovels and scoops, and also in fall lines of harvest tools. The current discount on shovels and scoops is 53 per cent., and on harvest tools list less 60 per cent.

SEASONAL CALL NOTED FOR ALARM CLOCKS

London, Ont.

A good seasonal sale is reported for alarm clocks. Prices on these products are unchanged at the following levels:

ALARM CLOCKS—

Good morning	Each	1 37
America	"	1 37
Lookout	"	1 88
Sleepmeter	"	2 06
Jack-o-Lantern	"	2 75
Big Ben Plain Dial	"	3 12
Big Ben, Luminous Dial	"	4 09
Baby Ben, Plain Dial	"	3 12
Baby Ben, Luminous Dial	"	4 09

REVISED DISCOUNTS ON MISCELLANEOUS NAILS

London, Ont.

New discounts are now in effect on miscellaneous wire nails, representing an advance in price of approximately nine per cent. The revised discount is 70 per cent off list, with the usual extras.

Winnipeg, Man.

WINNIPEG, October 19.—Business is reported satisfactory by both wholesale and retail trade. There is a good volume of business passing but orders are confined to immediate requirements. Bookings on all lines of Christmas specialty goods are reported to be showing an improvement. Due to the heavy yield of grain in the West, scoop and grain shovels are in good demand. The trend of practically all markets remains upward.

FAIR ACTIVITY NOTED IN RANGE BOILERS

Winnipeg.

The demand for range boilers is described as fairly active for this season of the year as building activities are keeping up well. The primary markets have been showing a stronger tendency and no doubt this is reflected on local conditions.

STEADY TONE IN COTTON WASTE MARKET

Winnipeg.

The tone of the cotton waste market continues fairly firm. The trade, however, are of the opinion that present prices will show no change for some time at least.

REVISED LOWER PRICES ON LAWN MOWERS

Winnipeg.

There has been a revision in quotations on lawn mowers for the coming season. Such lines as Woodyatt, Empress and Daisy are quoted as follows:

WOODYATT—
12 in., $9.00; 14 in., $9.75; 16 in., $10.25; 18 in., $11.00; 20 in., $11.50.

EMPRESS—
14 in., $11.50; 16 in., $12.25; 18 in., $13.00; 20 in., $13.50.

DAISY—
12 in., $6.75; 14 in., $7.00; 16 in., $7.25.

REVISION IN PRICE ON CAST IRON FITTINGS

Winnipeg.

There has been an advance of 5 per cent. on all lines of cast iron fittings such as elbows, tees, crosses, return bands, caps and lockmits. The discount is less 20 per cent. of list price. Bushings are quoted at less 25 per cent. and plugs at less 20 per cent.

GRAIN AND SCOOP SHOVELS IN POPULAR DEMAND

Winnipeg.

Due to the heavy yield of grain in the West the demand for scoop and grain shovels has been satisfactory.

SLIGHT ADVANCE ON AIR TIGHT HEATERS

Winnipeg.

There has been a slight advance on air tight and Quebec heaters. Following are new prices:

AIR TIGHT HEATERS—
No. 018, $2.05; No. 18, $2.30; No. 21, $2.56; No. 24, $3.37; No. 28, $5.37.

Quebec Heaters without grate—
No. 15.....$15.25

Quebec Heaters with grates—
No. 30, $11.25; No. 40, $13.80; No. 52, $16.35; No. 60, $20.95; No. 2300, $11.25; No. 2400, $13.80; No. 2500, $16.35; No. 2600, $20.95.

ENAMEL WARE PRICES ON UPWARD TREND

Winnipeg.

Practically all lines of enamel ware such as preserving kettles, tea and coffee pots, sauce pans and all kindred lines have shown an advance of 7½ per cent.

HEAVY DEMAND NOTED FOR COW TIES

Winnipeg.

Wholesalers report a good demand for cow ties. Quotations however are unchanged.

HEAVY BOOKINGS FOR CHRISTMAS SPECIALTIES

Winnipeg.

Wholesalers report heavy bookings of all lines of Christmas specialty goods such as cut glass, cutlery, carvers, thermos bottles, etc.

WROUGHT IRON NIPPLES SHOW AN ADVANCE

Winnipeg.

There has been an advance of 5 per cent. on wrought iron nipples both close and short. Nipples up to four inch are quoted at less 50 per cent. off list price and four and a half inch and larger less 40 per cent.

NO CHANGE IN PRICES ON LINSEED OIL

Winnipeg.

Quotations on linseed oil show no change this week. The demand for this line is seasonable. Raw is quoted at $1.10 with boiled at $1.13 per gallon.

STRENGTH REMAINS IN TURPENTINE MARKETS

Winnipeg.

The undertone of the turpentine market continues on a firm basis. Quotations at $2.15 remain unchanged.

ACTIVE MOVEMENT NOW RECORDED FOR GLASS

Winnipeg.

A quite satisfactory trade is recorded for glass and the movement is keeping up to expectations and a continued activity is looked for, for some time. Prices remain unchanged.

Hamilton, Ont.

Cooler Weather Brings Improvement In Buying Seasonal Hardware Lines

HAMILTON, October 19.—Hardware business this week is generally reported very fair, and during the last few days considerable improvement is recorded in both wholesale and retail departments, this being attributed to the advent of cooler weather. Fall lines are reported moving nicely, with timely consumer interest being registered in stoves, stove accessories, such as pipe, electric and oil heaters, and companion lines.

Underlying factors in the steel market generally have been interesting during the past two months. Up until two weeks ago there was a decidedly firm tone evident, said to be responsible to higher fuel and increased labor costs, but the fact that basic pig iron on American markets is now easier, causes a little different aspect to the market. Although this might be termed a sudden turn, advices from southern centres state that the former important coal question is no longer such a serious one, the ability to secure cars for transportation now being the factor for consideration in this respect.

Quite a distinct improvement in the movement of seasonable lines has been noted this week. A couple of days of cooler weather has started a general movement to prepare for winter and shopping is noticeably brisker.

Business in all lines of stoves, heaters and furnaces is said to be very active at this time on the basis of orders for immediate shipment. Little or no booking is being done, although this has been the case for some time past. It is noted that the sale of stoves and heaters especially designed for the use of wood have been particularly active. Electric ranges have also been selling very rapidly of late. Stove business this fall is reported by manufacturers generally to be much ahead of last year, though it is noted at the same time that 1921 was an exceptionally poor year in this line. Prices throughout the whole list of heaters, ranges, furnaces, etc., are described as stable at present levels, at least until the end of the year. Retailers have been looking for some downward revision in quotations on these products, but it is pointed out that recent increases in foundry iron, Canada plates, black sheets, galvanized sheets, and fuel used in the foundries have precluded any such movement. These have tended to offset any expected declines for the present.

A general review of the building activities of the 1922 season seems to warrant the claim that more buildings of the small and medium type have been erected this year than in any year since

1913. This probably is true but it may seem surprising to some people.

With the autumn season now at hand, merchants begin to feel a fresh stimulus to business and prepare for an active fall and winter trade. The vacation period is over and the hot weather has practically passed. There is a general feeling that this is the proper occasion to put forth greater effort to secure a bigger turnover. During the summer period there is often a disposition on the part of the public to withhold from extensive buying. But with the approach of colder weather, the pressure of numerous seasonal requirements compel attention to household needs. Furnace time is fast approaching and heaters, stoves, stove accessories, ash sifters and similar goods again become prominent. Many fall lines provide popular opportunities for stimulating the volume of trade and commencing the fall and winter period with marked activity.

St. John, N. B.

Lively Discussion at New Brunswick Retail Merchants' Annual Convention

ST. JOHN, N. B., October 19.—The New Brunswick Branch of the Retail Merchants' Association of Canada, held their eighth annual convention in St. John, N. B., on October 10 and 11, and elected new officers for the coming year. The convention was opened by W. G. DeWolfe, of St. Stephen, the provincial president, who delivered an address of welcome to the delegates from all parts of New Brunswick. Mayor McLellan of St. John, in a short address extended the greetings of the city, and referred to the retail merchant as the backbone of any community, and a necessity to the citizens, and the man who should guide municipal affairs, paying as he does the bulk of the taxes. W. F. Burditt, president of the St. John Board of Trade, and R. E. Armstrong, secretary of the board of trade, welcomed the delegates on behalf of that body. E. M. Trowern of Ottawa, secretary of the Dominion Board, delivered a short address, and pointed out that there was a decided improvement in business throughout Canada. He expressed the opinion that we were "around the corner" and well on the way to a stable condition in business and general trade. People recognized that the turn had been made and were not slow to take advantage of it. Most stores had been able to reduce their stocks, and were beginning to buy again.

One of the delegates present stated that in his opinion the maritimes never got the showing and consideration they should receive under confederation, and in reply to this Mr. Trowern said that when a duck laid an egg, nobody knew a thing about it, but if a little bantam laid an egg, it told the world. Mr. Trowern believed that the maritimes were far too conservative, and did not advertise nearly enough. They had geographical advantages, shipping facilities and large manufacturing industries, but they were a long way behind the westerners so far as advertising went, and if they wanted the rest of Canada to sit up and take notice of them, they must make a bigger noise, and tell the world what they had to offer. He said, "You have less population and larger bank clearings per capita than the rest of Canada, so it is evident that the money is there, and that things are on a solid foundation."

At the evening session the delegates were addressed by the Hon. W. E. Foster, premier of New Brunswick.

On the second day of the convention a banquet was held, and addresses given by Hon. Fred Magee, of Port Elgin, Hon. J. M. B. Baxter, St. John, Senator Daniel, A. E. Everett, the new president, Mayor McLellan and Mr. Trowern. The report of the secretary for the provincial board showed a good balance on the right side, and that the membership totalled just under seven hundred merchants.

The newly elected provincial president, A. Ernest Everett, is one of St. Johns' largest and most successful merchants, and his election is looked upon with a good deal of satisfaction by the members. The retiring president, W. G. DeWolfe, filled the office for two terms, being re-elected to office last year. He is a member of the firm of the DeWolfe Hardware Co., Ltd., St. Stephen N. B., and retires with a good record of active work on behalf of the association.

In discussing the axe situation with G. Wilford Campbell, of Campbell & Campbell, sales agents for the Welland Vale and associate companies, and W. T. R. Irving, representative of Canada Foundries and Forgings, Ltd., Hardware and Metal was advised that developments had arisen as had been expected in the axe situation. Many dealers had delayed in placing orders for their requirements in axes for the coming season until only just recently, with the result that it was now a case of getting deliveries, and that axe factories were working to full capacity, and yet were not able to meet the demand. To quote Mr. Campbell, "Everybody is buying axes, with the result that deliveries are behind. Many large lumbering concerns in the Maritimes are commencing operations on a large scale, resulting in some very heavy orders being placed for axes." Mr. Irving stated that he had noticed a decided improvement in business just recently, and that some of the large houses were buying pretty freely of the lines manufactured by this company. When asked if German competition had interfered to any extent with goods of Canadian manufacture, he stated that so far as the Maritimes were concerned he had not felt this competition very much, and did not believe that just at the present time there was any great amount of German manufactured goods in this part of the country. Mr. Irving had just returned from a trip to Prince Edward Island, and stated that business was picking up rather slowly there on account of the potato situation. The crop had only been fair, and Prince Edward Islanders stated that the price was so low that they could not be sold profitably. But in spite of this, labor conditions were pretty good, with practically no unemployment.

The St. John Board of Trade reports that the port of St. John is likely to have a very busy season this winter. Grain shipments are expected to be very large, and the C. P. R. advise that they have an ample supply of cars available to handle the large volume of freight.

A good deal of painting is still going on, and the number of newly painted houses in St. John is far in excess of any former years. One painter has stated that he has work that will carry him right up to the time when the weather will stop outside work.

A good business is being done in fall sporting goods, and it is expected that the sale of skates, hockey sticks and hockey equipment will be good, owing to the fact that many clubs are being formed throughout the Maritimes, and also the sport has been revived to a large extent in St. John by the building of a large arena, capable of accommodating four thousand spectators. Some of the latest hardware prices are as follows:

Axes.—Ship 5½-7, 38.00; Timber 8-10, 40.00; Force 10 up, 44.00; Sleeper up to 7, 38.00; Bench XXX No. 1, 17.50; No. 2, 20.00; 3, 22.50; 4, 24 50; 5, 27.00; Hunter 10.00; Boys, 10.50; Campbells XXX, Blenkhorns Chief, Manns, Single Bit, 16.00; Double Bit, 21 50; Elgin Pattern, Single Bit, 2.00 advance; Double Bit, 3.00 advance; Steel Poll Axes, 4.50, advance; Hammer Poll Axes, 23.00.

Hinges.—No. 904 Light Tee, 3, .94; 4, 1.00; 5, 1.20; 6, 1.40; 8, 1.67; 10, 2.27; 12, 4.20; No. 900 Light Strap, 3, .94; 4, 1.14; 5, 1.27; 6, 1.60; 8, 2.34; 10, 3.27; 12, 5.60; Corrugated Loose, No. 935 Strap, 4, 1.45; 5, 2.00; 6, 2.75; 8, 4.25; 10, 6.50; 12, 9.85; No. 937 Tee, 4, 2.30; 5, 2.45; 6, 3.25; 8, 8.50; 10,7.80; 12, 10.90;

Butts.—241A and 24102, 2 x 2, .33; 2½ x 2½, .35; 3 x 3, .36; 3½ x 3½, .45; 4 x 4, 55; 4½ x 4½, 79; 5, 1 35. Hinges Hasps 3, 1.67; 4, 1.90; 6, 2.15; 8, 3.35.

Narrow Wrought Butts.—1, .31; 1¼, .36; 1½, .47; 1¾, .60; 2, .67; 2½, .74; 3, 1.00 3½, 1.60; 4, 2.33.

Calgary, Alta.

Weather in Alberta Stimulates Fall Plowing But Retards Seasonal Sales

CALGARY, October 19.—Everybody is delighted with the splendid summer weather Alberta has been enjoying throughout the fall, excepting the retail merchant. The slight break of last week brought some business, but the weather settled back into Indian summer again after a day or two and left nothing to sustain the expected move to cover up for winter. The spurt of last week among the jobbers is not apparent this week which means that seasonable goods are not moving out of retailers' stocks in noticeable quantity and probably will not until necessity, in the form of lower temperatures, forces fall needs into seasonable activity. From the standpoint of the man on the land, the actual producer of most of our prosperity, the absence of a weather break has freed him from expensive delays in threshing, and enabled him to get much more acreage under fall plowing than is usually the case. Future prospects for the farmer are judged to quite an extent by the amount of fall plowing done and this year should be a record. When work of this nature has to be discontinued, the retail merchant will have a more satisfied customer to deal with, and one who feels he can afford to spend a little more money than he thought necessary a month or two ago.

The most active sections of the province are the coal fields of the Crow's Nest Pass and the Drumheller section. The output has reached very large figures and coal is being shipped as far east as Northern Ontario. The miners' earning capacity under existing schedule is a large one and there seems to be every assurance of the peak output being needed to fill the demand. Operators claim that only those mines working under the most favorable conditions are able to show a profit at present prices and feel that they took a good deal the worst of the late negotiations. This of course may be questioned, but in the meantime the big pay roll is playing an important part in the general trade of the province.

Chicken shooting opened the first of the week and should bring in its usual quota of sporting requirements to the hardware man. Jobbers report sorting orders for ammunition lighter than anticipated but expect stocks will have a good run during the next two weeks. Chicken are plentiful, the northern ducks are coming down, and a few good bags of geese are reported.

Automobile accessory displays show a distinct departure from the summer tourist lines to lines of winter equipment. Jobbers report that merchants are putting their winter stock in shape to handle this business when it comes, but that general lines are slow.

Price changes for the week with few exceptions have been few and unimportant; mostly of the nature of adjustments on small lines of shelf goods, and affording no indications of a general character. The outstanding advance is one of 15 cents on bar iron and mild or soft steel, which was unexpected; buyers seeming to feel that peak price had been registered with the change in early September. New prices quoted at Calgary, Edmonton and Lethbridge are as follows:

Bar iron and mild or soft steel:

	Base
Rounds and squares 3/16, ¼, 5/16	6.40
Rounds and squares ⅜ to 2 in., and flats up to and including 1 x 4	5.35
Rounds and squares over 2 in., up to and including 2¾ in., and flats over 1 x 4 up to 6 in. wide.....	5.80
Rounds and squares over 2¾ in. up to 6 in.	6.10
Band iron or steel	5.85
Sleight shoe steel	6.60

An advance on Juanita and Sweet's Toe Caulks of 35 cents per 100 lbs. is also noted; the Calgary, Edmonton and Lethbridge quotations now standing at 12.85 for medium and blunt and 13.35 for sharp.

Wrought well casing prices reflect the general stiffening of the heavy goods market with an advance of about five per cent. The hardware jobbers report this line being slower than is usual at this time of the year, while the machinery supply house who does business direct with the driller reports a fairly active demand for quick out of stock shipments. New prices issued at Calgary, Edmonton and Lethbridge are as follows. inserted joint 4¼—61.00; 5—78.75; 5⅝—97.25; 6¼—109.00 per 100 feet. Screw and socket 4¼—60.00; 5—77.75; 5⅝—96.00; 6¼—107.00 per 100 feet.

Turpentine with an advance of 10 cents a gallon struck the high peak of the year and it is felt that prices will have to go higher unless the Minneapolis market shows some tendency to ease off. Current quotations Calgary, Edmonton and Lethbridge are 2.25 in barrels and 2.35 in less than barrels.

A number of minor changes in the automobile accessory lines are noticed. Cork gaskets show quite a substantial reduction. The following revision on badger jacks represents a slight decline: No. 1—3.15; No. 3—4.00; No. 4—4.00; No. 5—7.32; No. .... —5.45; No. 6—4.18; No. 55—14.50; No. 300—1.60; No. 200—1.40; No. 600—1.47. The Mayhew lines of tools are also reduced; Critcheley type reamers sell at list less 5 per cent.; while other mechanics' tools are list less 10 per cent.

Pittsburg, U. S. A.

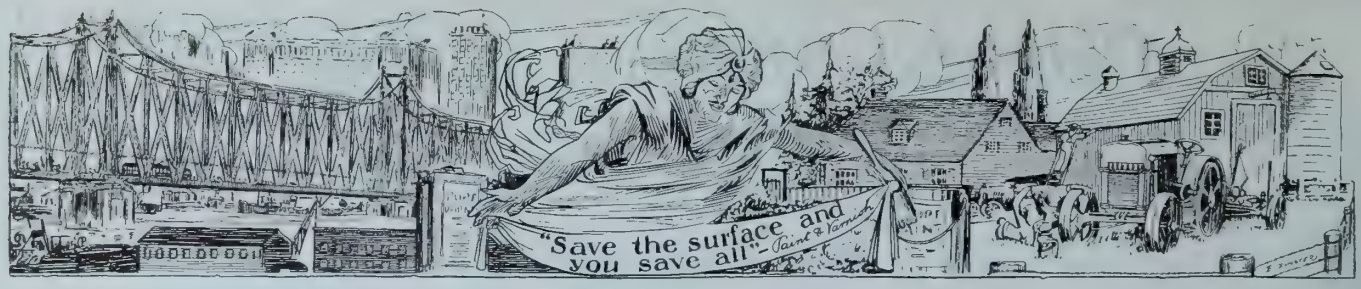
Period of Price Readjustment Now Evident Throughout Steel Industry

PITTSBURG, October 19.—Prices in the iron and steel industry have entered into a period of readjustment. A week ago, coke began declining sharply and pig iron is now in the act of declining, although it has gone down but little as yet. There has been practically no decline in steel prices, merely a softening in the undertone.

Occasion for readjustment is furnished by the ending of the coal strike, making production of coal, coke, pig iron and steel easier, and probably also by the existence of stocks of steel of considerable size in the hands of buyers, who anticipated more of a shortage in deliveries by the coal strike and the subsequent transportation disability than has actually occurred.

There is no definite evidence that readjustment is influenced by any unfavorable change in the general volume of industrial activity. No decrease in general industrial activity can be observed, nor is there any definitely in prospect, except such as would naturally occur between now and the end of the year from purely seasonal influences. It may be, however, that some observers in the past few months have been over-rating the industrial activity then in progress. There has been a tenseness that should be ascribed not to the amount of work being done being extra large, but to its being difficult to do work on account of strikes and the indisposition of some workmen to work efficiently.

Small Curtailment.—Steel ingot production has now gotten back approximately to the rate of last June, the high rate of the year, and is probably slightly above that rate, which was 36,600,000 gross tons of ingots a year. The American Iron and Steel Institute reports the September production of ingots by the 30 companies that make monthly returns at 2,373,779 tons. From this it can be computed, after allowing for the producers not reporting, that the average rate of production during September by the whole industry was about 33,000,000 tons a year, against an average rate during August of 30,000,000 tons.



Pushing Paint Sundries in Fall Months

Protecting Construction Work Against Winter Weather Means Fall Sales of White Lead in Oil and Ready Mixed Paint—Montreal Merchant Also Cashes in on Sundry Paint and Varnishes for Inside Decoration During Autumn Months—New Store Makes Special Provision for Paint and Wall Paper Departments

ENTERING a hardware store at this time of year and finding the salesman actively engaged in and around the paint department leads one to believe that the store is cashing-in on Fall paint trade. Activity, meaning the unloading of fresh supplies at the rear door and customers in front of the counter in the paint department, was apparent to Hardware and Metal on a recent visit to Allard & Kingsley, Mount Royal Ave., Montreal. When asked whether this was a usual or an unusual occurrence at this season of the year, A. Kingsley, a partner of the firm, stated that they had always enjoyed a fair paint and varnish business after the summer season, but it had grown considerably in more recent years and they were hoping for a good trade during the next six weeks or two months. Last spring their sales in both paint and wall-paper had been the biggest on record and by the Fall turnover showing larger returns, this year would exceed last, or any previous year.

A factor which would greatly help them this season, and one to which they were paying special attention, was the amount of new building requiring paint before the cold winter weather set in. In their locality, as in most others throughout the city, the building program this year was exceptionally big, dwelling houses being erected on nearly every street. Many of these had already been finished and were now occupied, but there were a good many still under construction and were now at the stage where painting was being done. This would be carried out well into later fall months and when pressed for time builders would at least make certain that a priming coat was applied to protect against the severe weather following.

Calls for Sales of White Lead in Oil

This class of trade called for supplies of white lead in oil, and for a primary coat Mr. Kingsley felt he could recommend this, with a liberal mixture of linseed oil. They were selling a fair amount of ready-mixed white paint with instructions to thin well with oil, but the former products seemed preferable for this work. The chief reason for this, in Mr. Kingsley's opinion was that much of the building was contract work, and many of the older painters were very apt in mixing white lead in oil, and were convinced that it could not be beaten for a body builder.

Business was also obtained quite often through a sub-contract on priming and glazing sash. At the present time one man, and sometimes two, in the store were almost continually engaged in this work. Apart from supplying material and work, benefit was very often derived through receiving orders for other supplies required by the contracting firm.



T. PEARSON

Western manager, R. C. Jamieson & Co., Ltd., of Montreal, who, as announced in last week's issue of Hardware and Metal, has just completed over forty years' service with this company.

Sundry Lines and Wall-Paper

The sale of inside paints, varnishes, sundries and wall-paper has also reached favorable proportions at this season. "We consider the active seasons for these lines to be the usual period of nearly three months in the spring, and approximately six weeks in the fall of the year. While the male customer is interested in the outside of his home when it comes to painting, we have found the housewife is even more anxious to have the rooms of her home present a clean and attractive appearance. This question is brought home to her when the weather becomes cooler and she realizes that the family will soon be spending their evenings at home," said Mr. Kingsley.

Store Lay-out Attracts Attention

In February last the firm entered their new store on the present location, and the opportunity then presented itself to give more prominence to both the paint department and the wall-paper section. That nothing in their plans was overlooked can be easily seen by the present lay-out. Commencing near the front of the store is the paint shelving, following which is the stock of window glass, with the glass table in a handy position immediately in front. This section extends to the rear partition separating the front store from the warehouse. On an elevated floor at this point is the wall paper department, entrance to which is gained by a wide stair case in front of the glass table. On the opposite wall and facing the paint section is shelving on which a general line of paint sundries is carried, while directly to the rear of this is a separate room where oils, turpentine, varnishes

(Continued on page 48)



SERVICE



CONFIDENCE



FAIR DEALING

Are You Making Money In Your Paint Department



The Paint on a Pedestal

Check up your Paint sales TO-DAY. Compare them with your total investment and "cost of doing business" to ascertain how much profit your Paint Department yields you.

Maybe you will get a surprise.

If the margin of net profit is out of all proportion to your yearly investment you should discuss the cause with us—purely from a business standpoint.

We have a real message for you. One that has been responsible in very recent weeks for radically changing the Paint Department of many of our Agents from a losing proposition to a source of large profits.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL.



The paint department in the new store of Allard & Kingsley, Montreal, showing attractive layout with paint shelving toward the front of the store, window glass next with glass table in handy position immediately in front extending right through to the partition between store and warehouse. In this position the paint department receives much attention and the salesmen take advantage of every opportunity to talk the use of paint and varnish for protection at this season.

PUSHING SUNDRIES IN FALL

(Continued from page 46)

and bulk goods are stocked. This section of a hardware store is perhaps the hardest to keep clean, and it was for this reason that a separate room is set aside for the purpose.

The imposing appearance of the wallpaper department is really the feature of the store. A customer may see at first glance when entering that nothing has been left undone for convenience. Chairs are placed around an attractive-looking rug in the middle of the floor, and from these a full view of samples and stock is afforded. The samples are displayed on hinged panels in front of the stock bins, each panel papered on both sides with price and bin-number in plain figures. Although a wide range of patterns is carried in stock they are easily sampled in this way without hiding the stock in rear, or inconveniencing the salesman in getting the goods after the sale is made. Patterns too are sorted in a way which lends an artistic appearance, besides helping both customer and salesman in making a selection. "This department has steadily grown year after year, and we have necessarily had to increase our selections to meet demand. However, our entire stock now does not take up as much room as it did when we were displaying only half as many samples," stated Mr. Kingsley.

Winnipeg Hardwaremen Form New "Save the Surface" Association

AT A meeting recently held in Winnipeg about fifty hardware dealers and salesmen formed a Winnipeg Save the Surface Association.

The point in connection with this association is that it will combine the retail paint dealers and salesmen along with manufacturers and their salesmen. The association have realized that paint manufacturers in Canada look upon the merchant as the last link in the chain in selling paints.

The association was formed as hardwaremen and salesmen realize that in selling customers paints and varnishes a better knowledge of same by themselves would be to their interest.

The following executives were appointed from two paint manufacturers, two retail hardware dealers and two hardware salesmen.

John Drewe of the Winnipeg Paint & Glass Company, was elected chairman.

N. E. Horton of the Glidden Company, and D. McIver of the G. F. Stephens Company, represent paint manufacturers.

Retail hardware merchants are represented by W. A. Templeton and C. C. Falconer.

Retail paint salesmen are represented by J. W. Black and J. Coplett.

John Drewe gave a short talk on paint troubles. It is the intention of the newly formed association to have addresses that will be of an educative nature and meetings will be held once or twice every three weeks.

A suggestion was made that every salesman who met with any difficulties in regard to selling paints should write same down and at the next meeting it will be discussed thoroughly by all the members.

Several leading paint and brush experts will address the Winnipeg Save the Surface Association during the coming months.

ENTERTAINS TORONTO PAINT MEN AT GOLF

F. J. Penberthy, vice-president and managing-director Lowe Bros. Ltd., entertained the members of the Toronto Paint, Oil and Varnish Club at the Lakeview Golf Club last Wednesday afternoon. Out-of-town guests on this occasion were, R. Scarfe, of Brantford, and W. Chatfield of New York City.



"Save the surface and you save all" *Paint & Varnish*

The Seven

Registered **Floglaze** *"The Finish that Endures"*

Lines are

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Auto Finishes

Registered **Floglaze** *"The Finish that Endures"*

Lac Shades

Do we Walk on the Floor or The Finish?

Why the finish of course, if it is a finish that is made to "rough it."

If as a finish it does not contain the necessary hard-wearing, long life qualities, it is only a matter of a short time before the **floor** gets the "roughing" and clearly shows it.

FLOGLAZE LAC SHADES have been designed to give maximum wearing service while at the same time producing a lustre not obtainable with other floor finishes.

What is true of a floor finish is doubly true when applied to furniture, stairs, cabinets, etc., because the uses of FLOGLAZE LAC SHADES are universal in scope.

Let us show you what the "just a little better quality" means to your paint department.

Our dealers' booklet "A Guide to Larger Profits" describes FLOGLAZE LAC SHADES fully.
Write us for a copy.

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Weekly Paint Markets

Montreal

MONTREAL, October 19.—The feature of the paint markets this week is the further increase in turpentine prices of ten cents per gallon, thus bringing present price levels well up to the two-dollar mark. This product in primary circles continues in a strong position, and some local distributors are of the opinion that still higher prices will be quoted before any recession is noted. Stocks in the south are only sufficient to take care of present requirements, and demand will in all probability continue good during the following months.

Linseed oil quotations are again unchanged and there is still a firm tendency in the seed market. There is a feeling however among certain crushers that when shipments from the northwest increase to normal, seed values will be due for a drop as prevailing levels are considered high in view of the new crop now being marketed. The shellac market is again unsettled, although local quotations remain unchanged, notwithstanding lower prices on other domestic markets. This market in primary circles was reported as somewhat improved during the past few weeks, but is again unsettled owing to recent heavy arrivals to this side.

TRANSPORTATION STILL BIG FACTOR IN LINSEED OIL

Montreal.

Linseed oil quotations are again unchanged with a fairly firm undertone in the market. Flax-seed prices continue to hover around the new higher levels with little indication at the present time of any break to lower values. In some quarters however, present price levels on seed are considered high in view of the new crop which is now being marketed. Although statistics show that seed available for the coming months will not be in as great a volume as in other past years, it is felt that transportation difficulties are playing no small part in the market situation to-day and are a great factor in maintaining present values. When shipments again become normal a recession in the market is looked for by some. Unchanged oil prices are the following:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 02	1 04
5 to 8 bbl. lots, per gal.	1 00	1 02

Less quantities, add ten cents per gallon.

ANOTHER TEN CENT ADVANCE IN TURPENTINE PRICES

Montreal.

The turpentine market is still on its upward climb, a further increase of ten cents per gallon being recorded this week. There is a variation of five cents per gallon among local distributors, but it is noted that the advance is generally quoted. Southern markets continued to move upwards during the week with buying active, although purchasers are still conservative in their orders. The position of this product in primary centres is strong, and with demand continuing good and fresh receipts only ample to meet immediate requirements, a firm outlook for the following weeks is given. Local importers anticipate no recession from present levels and still higher prices would not be surprising to some well informed. Revised quotations are as follows:

TURPENTINE—

1 barrel lots	1 90	1 95
2 to 4 barrel lots, per gal.	1 88	1 93
Broken lots	2 00	2 05

LOWER SHELLAC PRICES AT AN EARLY DATE

Montreal.

While the shellac market has been described in the past few weeks as somewhat improved, there is an unsettled feeling again evident on the local market, with the situation in primary circles also unsteady. Reports indicate that heavy arrivals have reached this side and this has caused the easier tendency. Locally, quotations for the present remain unchanged, but although certain firms anticipate little if any change in prices, other firms announce that new lower levels will in all probability be reached within the next few days. The probable extent of any such decline could not be ascertained at time of going to press, but an appreciable reduction would not be surprising. From present indications the local market will assume an unsettled state, and a wide range in quotations seems likely in the immediate future.

SHELLAC—	White	Orange
In barrels	510	4 60
5 gallon jugs	5 25	4 75
1 gallon jugs	5 40	4 90

SOMEWHAT LESS ACTIVITY IN PAINT AND VARNISH

Montreal.

Paint and varnish manufacturers still report a fair movement of their lines, although current trade is not as active as it was in previous weeks. The season is now advancing, and from a manufacturer's point of view little further activity is looked for until next season's business is anticipated a little later in the year. The market tone for all products remain on a very steady basis, the recent stronger tendency in pig lead prices assisting in this direction. The undertone of white lead in oil is also firm and opinions are again expressed that in all probability prices will remain steady for the balance of the season.

Toronto

TORONTO, October 19.—The feature of this week's paint markets is the establishment of a new high price for the season on turpentine. Following the advance of ten cents per gallon, briefly recorded in last week's issue of Hardware and Metal, another increase of a similar amount is announced, which brings the price in many quarters to $2.20 per gallon. Other distributors are still quoting price several cents below this level, but the opinion is expressed that under the existing tone of southern supply centres, domestic quotations will retain this strength for some time. Locally, buying has been done only in small lots as immediate requirements warrant for some time past, and this policy is evidently still being continued. In spite of this factor, however, the product remains scarce, both in domestic and primary markets. Stocks in the south are described as only sufficient to care for present needs, the heavier call from Europe, due to the shortage of French turpentine, being a premier factor in the current situation.

Linseed oil locally attained slightly higher levels the latter part of last week, but a mixed viewpoint prevails as to the probable future trend. In some quarters, the expression is noted that the supply of flax seed is not of any extensive volume and therefore prices on oil should remain steady to firm. On the other hand, it is pointed out that the transportation of seed is the element providing the existing strength, and when flax seed becomes available in larger quantities, quotations may lose some of their present firmness.

"GOING UP" DESCRIBES TURPENTINE PRICE TREND

Toronto.

Owing to the small amount of stocks on hand, turpentine in practically all

(Continued on page 52)



"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

RAMSAY'S PERFECTO Cold Water Finish

A superior product especially adapted for use on interior walls and ceilings in schools, theatres, churches, public buildings and beautiful homes. Make your store the headquarters in your town for "Fine Wall Finishes"—STOCK RAMSAY'S PERFECTO. It is a splendid seller, reasonable in price and carries with it a good margin of profit for yourself.

Our agency proposition is one which we know will be most interesting to you.

Write us for full particulars

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The All Canadian Manufacturers of Paints and Varnishes Since 1842

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Distributors :

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CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

NOVA SCOTIA
James Simmonds, Limited, Halifax, N.S.

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TORONTO PAINT MARKETS

(Continued from page 50)

centres continues with a very strong undertone. Prices on both primary and domestic markets rule firm, with quotations at production centres still climbing. The local level was advanced another ten cents per gallon this week, following the rise at the end of last week, as recorded briefly in Hardware and Metal. This development brings the highest local quotation to $2.20 per gallon in one barrel lots, a new high mark for the season. Recent reports appearing in these columns described the prospect for future prices as containing strong possibilities of further advances owing to the general scarcity of the product, and therefore the current movement in this direction was not surprising from this viewpoint. While the current requirements are not considered large, yet distributors claim that existing conditions provide no opportunty to lay in stocks, which will be needed during the ensuing winter period when the flow at production areas will have ceased. The statistical position of the market in general is therefore regarded as very strong. The southern markets are again higher, current sales being in excess of fresh receipts. There is also reported a fairly active demand, a good amount of export business also being put through.

TURPENTINE—		
1 barrel lots	2 00	2 20
2 to 4 barrel lots	1 99	2 19
5 gallon lots	2 15	2 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

LINSEED PRICE ALSO TRIES CLIMBING UP

Toronto.

The linseed oil market is still doing the "elevator act," prices going up and down with more or less regularity. The general result of these devolpments, however, places current quotations on a slightly higher level, the average tendency during the last week or two having been in an upward direction. As briefly reported in last week's issue of Hardware and Metal, an advance of five cents per gallon was put into effect locally, this revision bringing average quotations on raw to $1.10 per gallon, and on boiled to $1.13, in one or two barrel lots.

Varnish makers, linoleum and paint manufacturers are described as interested in the market, with activity in this direction, combined with the steadier trend of flax seed prices, being responsible for the improved position of oil. The transportation of flax seed is still assuming more than usual importance, owing to the fact that available shipping and transportation facilities are required at this season for the heavy grain shipments.

LINSEED OIL—	Per Gallon Raw	Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

STILL FURTHER RISE PENDING ON TURPENTINE

Toronto

Just as Hardware and Metal goes to press, still another advance is reported pending in turpentine prices. The new high mark attained earlier this week of $2.20 per gallon, will, it is stated, be increased five cents per gallon, bringing the season's record quotations to $2.25 per gallon in barrel lots. It is even suggested that this additional advance may be ten cents, according to the rising trend of southern supply markets.

STRONGER TONE NOTED IN RESIN MARKETS

Toronto.

That resin prices are now generally considered on a strengthening market was the opinion expressed in distributing circles this week. The prices in one instance have been advanced fifty cents per cask of 280 lbs., which development reflects the firm tendency at present evident in primary markets. Current average prices on resin follow:

RESIN—	
G., medium grade	4 50
Water White	5 50

SPREAD EVIDENT IN CURRENT SHELLAC PRICES

Toronto.

The shellac market is still more or less erratic, although hopes of future improvement in this direction are contained in some quarters. The local prices record a wide range for this particular product, a spread of as much as fifty cents per gallon being noted in certain instances. The quotations given below are described as representative of the average level, although other distributors are evidently maintaining higher quotations, in the expectation that primary markets will regain strength and evidently hope that such an improvement be recorded on domestic centres during the ensuing weeks. Existing quotations are looked upon as comparatively low in most cases.

SHELLAC—	White	Orange
In barrels	4 60	4 10
One gallon jugs	5 95	4 45

SATISFYING MOVEMENT IN PAINTS AND VARNISHES

Toronto.

A genuine fall movement in paint products generally is still evident. Brisk activity is recorded all along the line, ready-mixed house paint, flat wall colors, varnishes and enamels, all being noticeably popular at this season. The general undertone to the market continues very firm, the recent higher levels on lead contributing to the current strength of raw materials. Existing prices remain in effect on paint lines, with orders for spring delivery being accepted on the basis of present quotations with April 1, 1923, dating.

Sherwin-Williams Co. Annual Sales Convention

MONTREAL.—The annual sales convention of the Sherwin-Williams Co., was held in this city on Tuesday, Wednesday and Thursday of this week. The gathering was attended by district sales managers and representatives from Fort William to the Atlantic coast, including Newfoundland, as well as executives and the staff of the head office here. Sessions were held in the convention hall of the company, which was suitably decorated.

W. S. Fallis, vice-president and managing director of the organization, opened the convention, extending a hearty welcome. He also referred to the satisfactory results of the year's operations as being indicative of increased prosperity of business in general, and promising of greater activity to come. Mr. Fallis presented the special awards and money prizes to sales representatives, G. W. H. Wylie of Montreal winning first prize, and Henry Hill of Nova Scotia the second prize.

Wednesday and Thursday were devoted to regular sessions. The convention was brought to a close on Thursday evening, Oct. 19, when the gathering were guests of the company at a theatre party in the Princess theatre, followed by a supper at the Windsor hotel. This latter event was made the occasion of the presentation of gold watches to two members of the staff who this year completed their twenty-fifth year of service with the company. The recipients were J. H. Gordon, secretary-treasurer, and Jas. Senior, one of the factory foremen. In addition, the Montreal office staff presented Mr. Gordon with a sapphire and diamond stick pin in commemoration of the event.

Martin-Senour Hold Annual Convention

The Ontario sales force of the Martin-Senour Co. gathered in the Toronto offices of the company for their annual convention on Friday of last week, and were welcomed by general manager, J. H. Conover, and other executives who journeyed from Montreal for the occasion. Sessions were held both morning and afternoon, and during these records of the past year were reviewed, which showed that encouraging progress had been made during 1922. Reports from each salesman were presented, and with regard to prospects for the coming year there was an unanimous opinion that 1923 could be looked to with confidence.

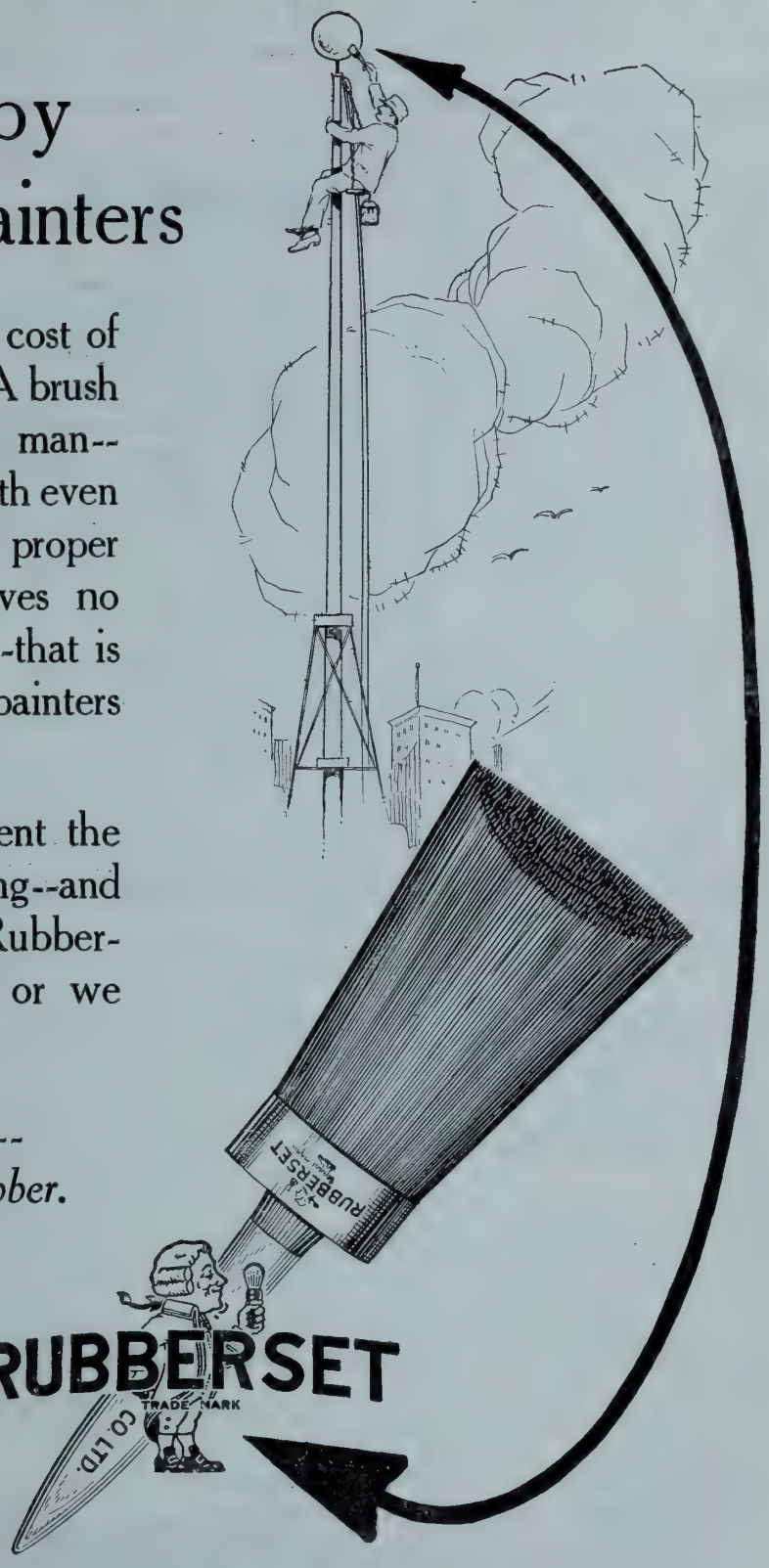
An interesting feature of the program was the banquet held in the King Edward Hotel in the evening, presided over by the general manager. Prizes were awarded the various winners and Mr. Conover congratulated the recipients on the showing they had made, the sales total reaching figures only possible through greater efforts on their part.

Specified by Experienced Painters

A LARGE part of the cost of "painting" is labor. A brush that co-operates with a man--that spreads paint in smooth even swathes--that has just the proper life and action to it--leaves no hairs or streaks behind it--that is the brush that careful painters like--and **buy.**

Rubberset brushes represent the highest art of brushmaking--and are fully guaranteed--"Rubberset Brushes make good or we will."

Keep your stock up--
Order through your jobber.



THE RUBBERSET COMPANY LIMITED

Factories: TORONTO and GRAVENHURST, ONT.

If Interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S, & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½% on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.		11 00	12 00
Hunters axes, doz.		9 50	11 00
Single bits, doz.		13 00	17 50
Double bits, doz.		19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 inch

Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 each, each	37½

F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30%.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, $1.60 lb.

Cut lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List

Gilmour auger bits 25%

Do. special 40/5%

Do., car bits 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car Bits, 10 per cent.

Mephisto, electricians and expansive, net list.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%

Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 25%.

Coach and lag screws, 45 %.

Bolt ends, 35%.

Square head blank bolts, 35%.

Plow bolts, No.'s, 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%).....30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00, Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50. —Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

Wrought Steel—	
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel	$3 63

Less car lots—

Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$16 25
T. F., No. 2	$17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch	13 20		$15 40
7-16 inch	11 30		13 30
½ inch	10 20		12 40
9-16 inch	10 70		12 90
⅝ inch	10 30		12 55
¾ inch	9 95		12 20
⅞ inch	9 60		11 80
1 inch	9 25		11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion, $1.20 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto.
Casting ingot, see weekly report.		
	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.

F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 57c. per lb.; No. 7, 55c. per lb.; Nos. 8, 9, 10, 12, 55c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

O.P.W.

To the unthinking, a paint is valued at its cost per gallon. To those who can see a little further a paint is valued not by the gallon but by the cost per square yard or the finished job. Those who go further look into the durability of the paint, and realize that the paint that puts off for the longest time the necessity of repainting is best and cheapest.

For satisfaction inside and out, a paint composed of the proper ingredients to insure greatest durability, a paint not for today, but for tomorrow, sell your customers O. P. W.



Ottawa Paint Works, Limited
Ottawa, Ontario
***Branches;* Montreal and Toronto**

Get The Early Season Sales

THE man who makes the first window displays and shows skates prominently in his store, gets the "jump" on competitors.

He is making sales before the other stores realize the skating season is so close at hand. And at the end of the season he will have a more thorough clean-up of his stock.

Right now is none too soon to start things moving. The national advertising campaign for C. C. M. Automobile Skates starts early in November and will be creating business for live dealers right from the start.

C·C·M· Automobile Skates

Canada Cycle & Motor Co., Limited
WESTON, ONT.
Montreal Toronto Winnipeg Vancouver
Also makers of C. C. M. "Bob" Skates and C. C. M. Steel Ankle Supports

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 8" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Basement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.

Blacksmiths', ½ in. shank List		2½ in. shank each.	
⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0.	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade 60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson .....30|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	$ 7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 6½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	13	75
Do., No. 1	15	30
Do., No. 2	16	25
Stearns, 4"	12	40
Do., 5"	16	60
Perfect, No. 1	18	75
New Milo	12	50
Canada	13	25
Hatch	13	00
National	15	00
America	19	00
Great West	30	00

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	8 75
Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, net doz. $88.20.
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets

Clark's No. 1	1 90
Do., No. 3	2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 ?
6 inch	1.53	1 ..

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron 0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron 1-8	6 90	7 15
Heavy iron 6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-countersunk .....1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	$1 81
Potts' nickel plated, per set..	1 87
Potts' handles, japd. grs.....	17 50
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $6.75.
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only 0 28	0 30
Faultless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft. ...	0 49
Single and Fruit Picking	
10 ft. to 16 ft. 0 26	0 28
18 ft. to 20 ft. 0 27	0 29
Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain..	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs 2	15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .....$1 05 doz.
3 doz. cases .....$1 10 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2 .....$	2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric 125	00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric 118	00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric 129	00
Mono-Vac, electric 145	00

Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—

Cutter, doz. .....$	9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen .....$	33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS—

	Doz.	Net.
Liquid Veneer, Champion....	16	00
O-Cedar, large, with handles	16	00
Do., small, with handles..	10	00
Crank-Wringing	6	75
Self-Wringing, complete	4	00
No. 6, Sticks	1	35
No. 10, Sticks	2	00
No. 11, Janitor, ...	4	75
Smart's	4	00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt.....	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September, 19, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	6 inch	base



The *Tycos* Building

When in Toronto visit the *Tycos* Building, recently purchased by the *Taylor* Instrument Companies. The *Tycos* trade name is synonymous with

Thermometers for	Indoor and
Bath	Outdoor
Candy	Milk Sterilizing
Deep Fat Frying	Oven
Fever	———
Fireless Cooker	Barometers
Frost Alarm	Compasses
Incubator	Freezometers

Also

Anemometers and Air Meters.
Aneroid and Mercurial Barometers.
Aviation Barometers and Inclinometers.
Electric Contact Thermometers.
Hygrometers, Hydrometers.
Mercury Column Vacuum, Pressure and U Gauges.
Mineral Oil Testing Instruments.
Pocket Compasses.
Pyrometers, Indicating and Recording Fery.
Radiation Pyrometers.
Rain Gauges.
Recording Barometers.
Surveying Compasses.
Temperature, Pressure and Time Regulators.
Thermographs, Hand Levels.
Thermometers, for all industrial and laboratory applications.
Tycos Mercurial, Recording and Index.
Tycos Base Metal, Rare Metal and Radiation.
Tycos Fever Thermometers.
Tycos Sphygmomanometers.
Thermometers of all kinds for home and general use.

Taylor Instrument Companies

110-112 Church St., - Toronto, Ont.

There is a *Taylor* or *Tycos* instrument for every purpose

D.27

If Interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.65 base (nominal).
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Per Box of 25 lbs.
Lengths	
3 ..... 1⅝"	$15 00
4 ..... 1¾"	10 00
5 ..... 1 15-16"	4 50
6 ..... 2⅛"	4 50
7 ..... 2 5-16"	4 50
8 ..... 2½"	4 50
9 ..... 2 11-16"	4 50
10 ..... 2⅞"	4 50
11 ..... 3 1-16"	4 50
12 ..... 3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible— Per rod.

1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.
Blue Ribbon—

24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS

	Toronto
Royalite, gal.	0 20
Paracine, gal.	0 23
Gasoline, net, gal.	0 32
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0

List, less 16 per cent.

Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant No. 2, Jolliette	0 95

Per 100 lbs.

Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose),	$1 55
4 gross (cartons), 4-in.	1 60
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38.25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	$18	40
3 in., in 10-ft. lengths list	22	30
4 in., in 10-ft. lengths, list	29	60
5 in., in 10-ft. lengths, list	40	00
6 in., in 10-ft. lengths, list	49	00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ..... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55
F.o.b. Montreal. Toronto	1 75

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC. 112s. box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC. 14x20. 112 sheets	$11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar)

	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—

	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps. Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb kegs.
Coppered Rivets, net extras 2c lb.
Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pks., 2c lb
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.
F. O. B. Montreal, Toronto.

Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80

Everlastic red or green, mineral surface, sq. 36" wide
Do., 18 wide

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

	per doz.
1 lb. cans	3 00
5 lb. cans	8 00
10 lb. cans	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — 5/8 in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	0 46
Do., 5-32 in.	0 45
Do., 3-16 in.	0 42
Do., ¼ in., and up	0 41

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30: 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80 5%
Wood O.H., bright	77½ 5%
Wood R.H., bright	77½ 5%
Wood F.H., brass	75 5%
Wood R.H., brass	72½ 5%
Wood O.H., brass	72½ 5%
Wood F.H., bronze	70 5%
Wood O.H., bronze	67½ 5%
Wood R.H., bronze	67½ 5%
Square cap	55%
Hexagon cap	55 %
Coach or lag screws	45 %

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1¼ in. $15.30; 1¾ in. $17.40.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN Super Nickel

CUTLERY Spoons and Forks

GOLD MEDALS.

GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD



Desolvo

A Time and Money-Saver

If you do plumbing in addition to your hardware business, it will pay you to keep Desolvo on hand. It will shorten your time on jobs and will make profitable sales to customers.

Desolvo just has to be mixed with cold water; it generates heat that quickly removes any stoppage from pipes. It saves tearing up floors, lawns, etc.

Order from your jobber

The Chamberlain Desolvo Co., Ltd.
35 Richmond St. E., Toronto

Eastern Canada Representatives: **Richardson & Bureau**, 55 St. Francis Xavier St., Montreal.
Ontario Representative: **L. F. Mayne**, 875 Trafalgar St., London, Ont.
Western Canada Representatives: **N. D. McPhail & Co.**, 528 Standard Bank Bldg., Vancouver, B. C. 408 Donalda Block, Winnipeg.

Selecting the Material

Quality is the first thought when making

LONDON BAR IRON

All our material is carefully selected by experts who have spent the greater part of their lives at this work. That is one reason why Consumers are unanimous.

IT IS THE QUALITY THEY REQUIRE

Cold Tests Made on Our Ordinary Stock Bars



If You Want Good Quality Iron Send Your Orders to

LONDON ROLLING MILL CO., LTD.
LONDON, Canada

Selling Agents, Western Canada
Bissett & Webb, Winnipeg

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun. No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00

Stove pipe thimbles, 60 per cent. F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b. Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National, stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply 0 56
Do., 4 ply, lb. 0 59
Cones, 3-ply, lb. 0 52
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 80
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, plus 5 per cent.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18... .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60, 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels ...	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools. No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

ONCE IS ENOUGH!

It may be a long time before the fire fiend again visits the scene of the recent disaster in Northern Ontario—but how about other sections similarly situated?

Some Roofing Material, such as wood shingles, or prepared roofing, will burn readily—other material may be in the "doubtful class" but it's an absolute certainty that

GALVANIZED IRON IS SAFE

Let every dealer resolve to sell more 100% fireproof covering and thus conserve life and property. The profit is just as good and the volume of business is constantly growing.

Sell These Products

Galvanized Metal Shingles	Galvanized Eavestrough
Galvanized Corrugated Roofing	Galvanized Conductor Pipes
Galvanized Corrugated Siding	Galvanized Ventilators

PREMIER AND TONCAN METAL GALVANIZED SHEETS

Write for Prices and full Information to

Galt Art Metal Co., Ltd., Galt. Ont.
Pedlar People, Ltd., Oshawa, Toronto, Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Toronto, Montreal.
Metallic Roofing Co. of Canada, Ltd., Toronto.

If Interested tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages, $9.60 for 100 lbs. F.O.B. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in Oil, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50

Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 36
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrux 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 55
Ripolin, Glidden 7 10

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double

Case lots .. ..16 oz.	24 oz.
Up to 25 ins. 6 00	9 80
26 to 40 ins. 7 45	12 20
41 to 50 ins. 8 10	13 30
51 to 60 ins. 8 45	13 80
61 to 70 ins. 8 80	14 40
71 to 80 ins. 9 30	15 15
81 to 85 ins. 10 85	17 65
86 to 90 ins. 11 40	18 50
91 to 95 ins.	20 65
96 to 100 ins.	22 35

Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure .. .	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.,
Genuine, 560 lbs., casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15	$8 25	
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .. 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white... ... ... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,...	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00

Everjet Black Enamel—

Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
lb. tins, per lb..... 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb..... 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb..... 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade .....$ 4 00
Water white 5 00

SHELLAC

	Pure White	Pure Orange
In bbls.	4 60	4 10
Gal. jugs	4 95	4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams .. .	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Creosote ..	1 54	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.....	1 80	2 05

TAR

	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Adelite. (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine. Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 75
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 07
Scar-Not S.W... ... ... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80

F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.)		
5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 60

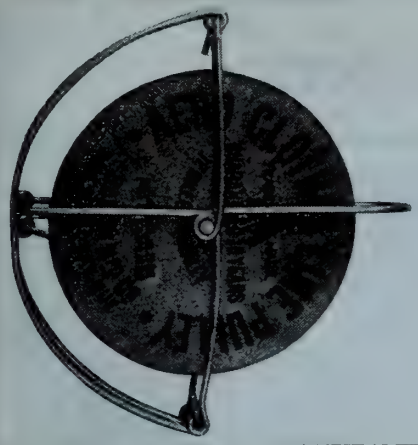
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c,
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 10c; Fanc. 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 60
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50



Self Lubricating Aero Clothes-line Pulleys

The deep V-shape friction groove accommodates various diameters of clothes lines. The space between the groove and guard allows knots to pass.

The weather-proofing treatment repels moisture—hence no freezing. Being of treated wood it lubricates itself—is noiseless and smooth working—there is never any rust. Made in two sizes, 2¾″ and 6″.

The price encourages sales.

THE AERO MFG. CO. Limited - Lennoxville, Que.

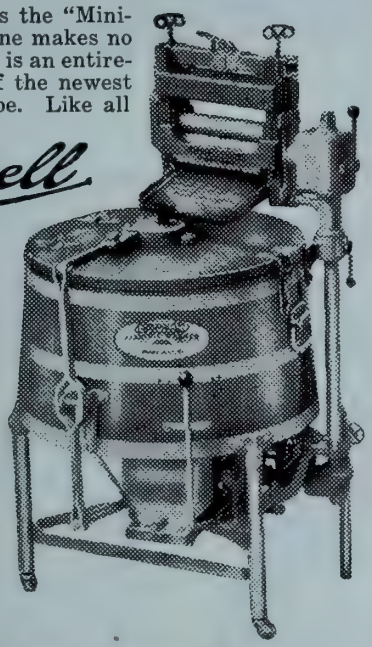
Western Agents: H. L. PERRY CO., LTD., Winnipeg

IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED
St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montrea Representatives:
Jas. S. Parkes & Co.
250 St. Paul St. West.

May we quote you on

Monarch Brand NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

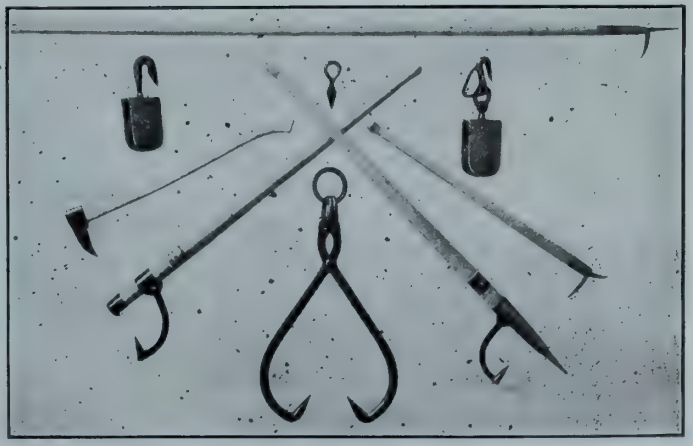
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES:
Messrs. Bacon & Co., Ltd., 131 St. Paul St. West, Montreal.



If Interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short ..$23 50	.....	.....	.....
32 Short .. 23 50	.....	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt . 33 50	.....	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.....	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
33 Rem. Rim.....	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.....	.....	.....	159 50
351 Self Ldg.....	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405 133 00	.....	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00		$14 40
Double Bit		17 00
Broad Axes 52 00		57 00

AXES, Bench

Single Bit 10 80	13 00
Double Bit	17 00
Broad Axes	56 00
No. 5	27 70
No. 6	30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS. RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Urie gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable

Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—5 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17.50	
Lightning $17.50	

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45. 9 ft. $2.75. 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 53
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102 ... ...$	1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw $1 10	
Boiled	1 13

MACHINES—WASHING

	Each
Dowswell ... ...$	9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt ... .$	9 75		$10 25
Empress	11 50		12 25
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 90
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

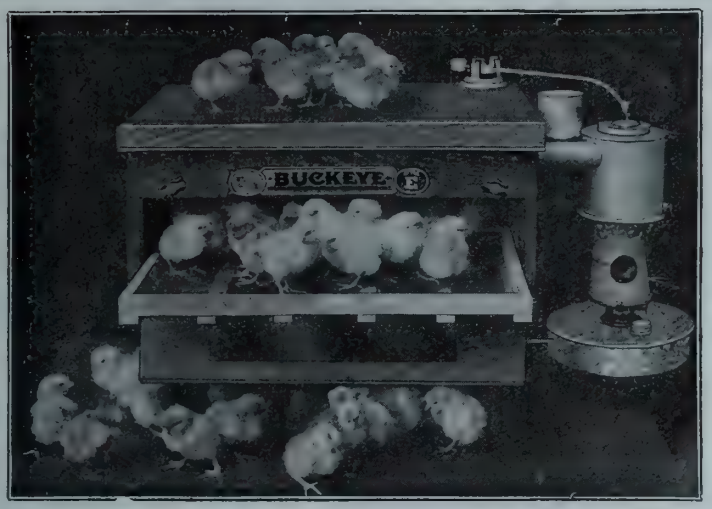
NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			$7 25
No. 5 .....$5 25		$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



BUCKEYE

Incubators & Brooders

Now is the time to display Buckeye Incubators and Brooders where your customers will see them.

The hatching season starts in February and poultry farmers are now on the lookout for new equipment.

The Superior merits of the Buckeye machines will be instantly recognized and sales easily closed. Let us put a Buckeye in your store to demonstrate and boost your trade.

The J. H. Ashdown Hardware Co., Limited

SASKATOON WINNIPEG CALGARY

Get Acquainted with

Laughing Vivian

the official Liquid Veneer Girl—and let her help you polish up your profits.

Dealers everywhere are cashing in on our big Fall Advertising Campaign in the Magazines and Newspapers—they have found that there's real money in selling

LIQUID VENEER

and LIQUID VENEER Products—are YOU getting your share of it?

There is still time to get a good slice of this business.

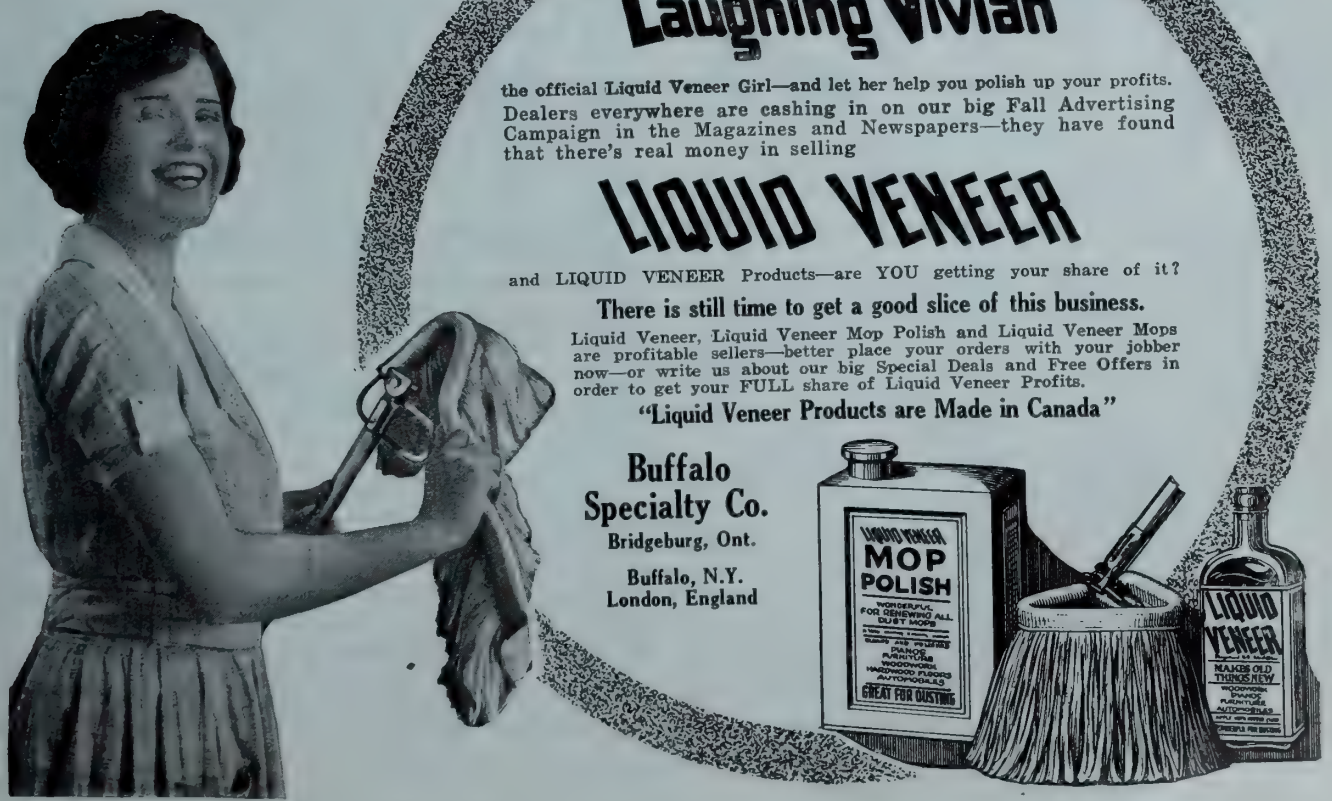
Liquid Veneer, Liquid Veneer Mop Polish and Liquid Veneer Mops are profitable sellers—better place your orders with your jobber now—or write us about our big Special Deals and Free Offers in order to get your FULL share of Liquid Veneer Profits.

"Liquid Veneer Products are Made in Canada"

Buffalo Specialty Co.

Bridgeburg, Ont.

Buffalo, N.Y.
London, England



Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 38
White Rose Gasoline	0 38
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ½ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER

	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18 65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.15 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12. $4.95.

Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14. $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00, 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

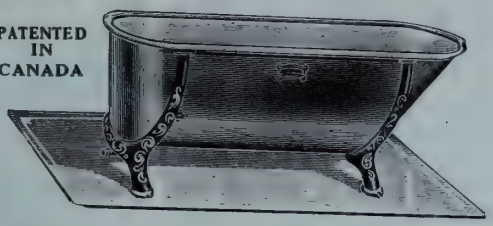
	—Dozen— Black, N P
Always Ready	
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES Doz

Regent	$69 00
New Era	76 50
Universal	49 50

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

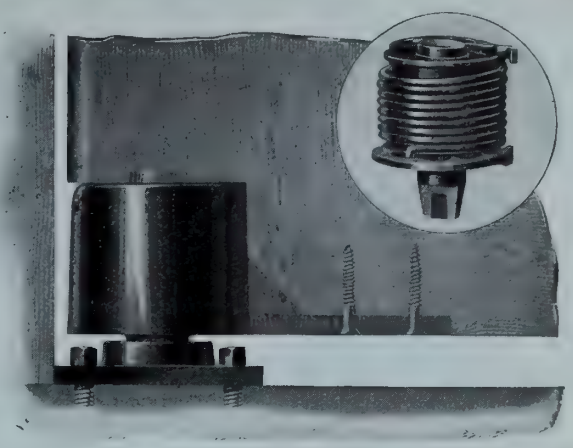
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Large stock on hand, can ship promptly. Get after Fall business.

Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED



A Hinge for Heavy Doors

Cure factory doors of hinge trouble. This No. 1,700 Matchless Floor Spring Hinge is just the thing for doors 2¼ in. and more thick. May be set at closed or 90 degree positions. Write for catalog prices and terms.

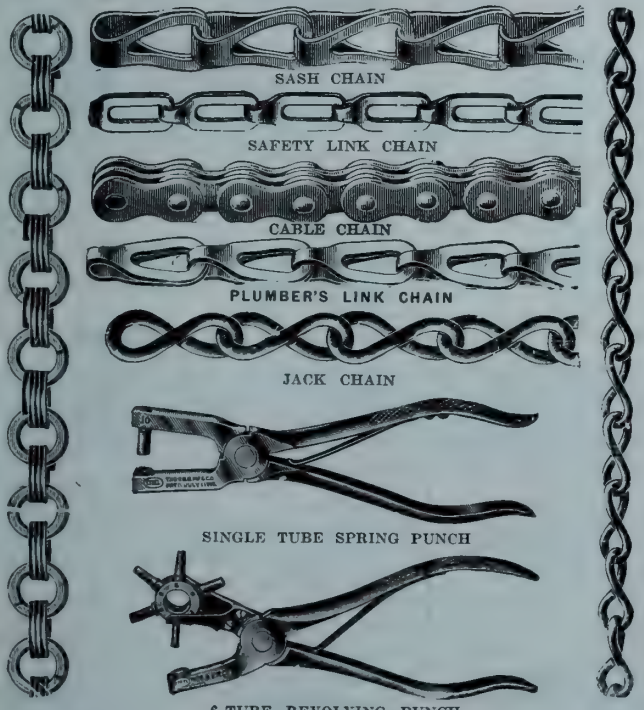
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THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain" **Bridgeport, Conn.**



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

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Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
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Steel Co. of Canada Ltd., The, Hamilton, Ont.

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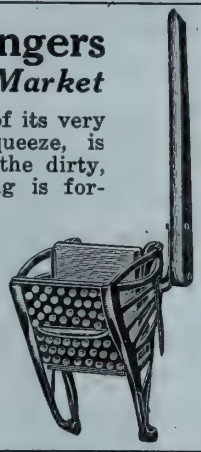
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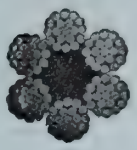
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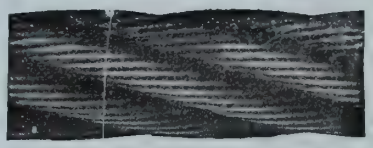
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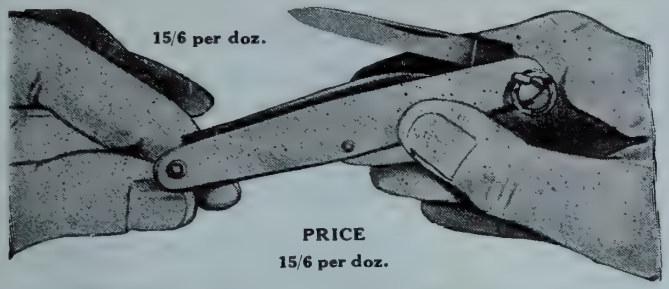
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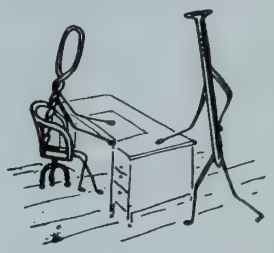
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New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited. Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Conguleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refinintg Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd. Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

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PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

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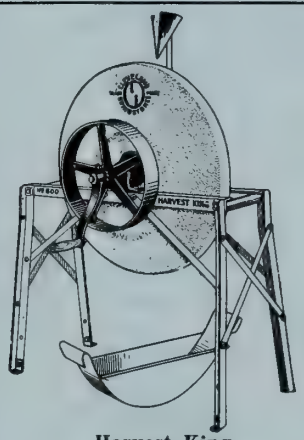


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The Cleveland Stone Company

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Grinding Wheels, Abrasive Articles, Motor and Belt Driven Grinding Machinery.

If Interested tear out this page and place with letters to be answered

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers & Bro., Ashland, Ohio
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co. New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SIGN AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co, Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORM DOORS
Ham Bros., Ltd., Brantford, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Can. Fairbanks-Morse Co., Montreal, Que.
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

VACUUM BOTTLES
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEAT
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peora, Ill.
Beatty Bros., Limited, Fergus, Ont.
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

WIRE, COPPER AND BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods, Ltd., Hamilton, Ont.

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Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGES
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
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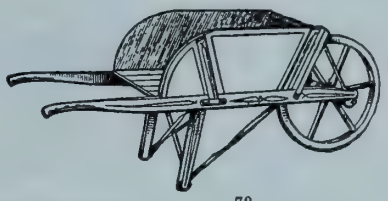
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HARDWARE & METAL

Electro Department

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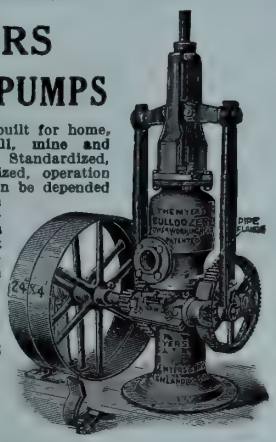
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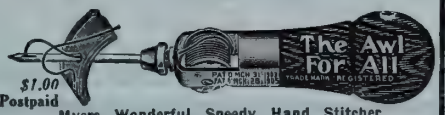
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$1.00 Postpaid

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Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

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Quality That Repeats Sales. We make Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

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The **BURROWES** Mfg. Co.
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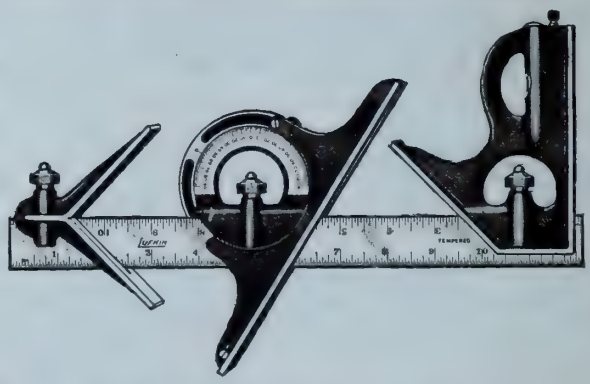
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JUST PUT THEM ON DISPLAY

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To your window display would be the PEXTO SPECIAL CHRISTMAS ASSORTMENT, as illustrated above (space required 4 ft. x 2½ ft.) The Assortment consists of nine of the regular Pexto Mechanics hand tools put up in attractive Xmas boxes, at no extra cost to you, making suitable gifts for the Mechanic, Automobilist or Handy-Man-Around-the-House.

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These goods are backed by the Pexto Oval, a mark of quality and a positive guarantee of materials and workmanship. If your jobber cannot supply you, write us direct.

PEXTO

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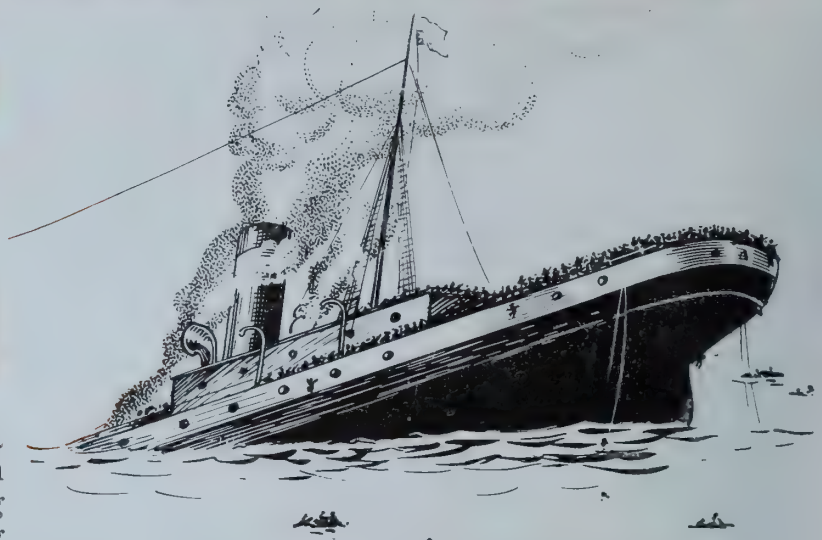
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THE PECK, STOW & WILCOX CO.

SOUTHINGTON, CONN., U.S.A.

Sinking the Ship by Half Ounces!



The captain of a ship at sea doesn't waste one minute when he is told that his ship has sprung a leak. He sets about having that leak plugged. He knows even a small leak will sink his ship if he doesn't. There are hundreds of hardware dealers whose "business ship" is sinking every day under their feet through loss of profits over the weigh scale. Thousands of others are just chugging along with the business ship barely afloat—leaking profits every time goods are weighed, and the odd half ounce given away to an unappreciative customer.



Sinking the business ship by half ounces—in overweights with an old-fashioned scale.

Dayton Hardware Scale

Stops Profit Leaks!

Shows on a chart the exact weight to the fraction of an ounce — so you can get paid for all of it.

Shows the exact price all ready calculated, so no mistakes are made and no time is lost.

Ensures an absolutely square deal between store and customer.

The Dayton Hardware Scale can certainly save money for you. Send for illustrated folder.



The profit saver—famous Dayton Hardware Scale with counting scoop and extra capacity platform rack.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.
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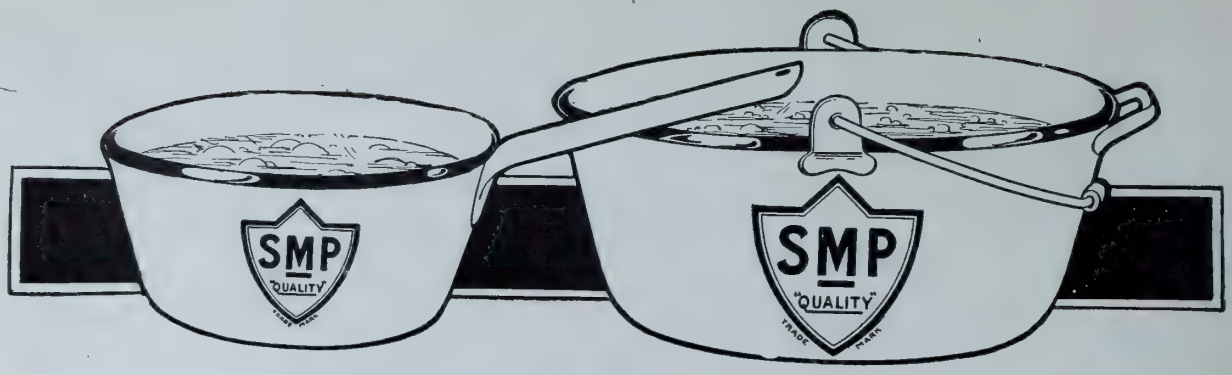
THE DAYTON IS MADE IN CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 43 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA October 28, 1922





CRYSTAL WARE

We Now Have a Full Line of This New Triple-Coated White Ware

We are glad to be able to announce that we are now producing a full line of Crystal Ware—our new big seller. The vogue for high-class white enameled ware grows stronger every day, and we produce Crystal Ware to satisfy this demand.

Recent additions to this splendid line include Rice Boilers, Savoy Cookers, Convex Kettles, London Kettles, Preserving Kettles, Straight Kettles, Dish Pans, Flaring Sauce Pans, Straight Sauce Pans, Potato Pots, Roasters and Roasting Pans. This makes Crystal Ware a complete line—the equal of which cannot be found anywhere on the market.

Crystal Ware is triple-coated clear white enameled ware, trimmed on edges in royal blue. All pails have black enameled hardwood grips. It has the finish of finest white crockery without the breakage. It appeals to women because of its unusual beauty, and because it harmonizes with the porcelain white trims so popular on electric, coal and gas ranges.

Crystal Ware sells on sight. It is proving one of the best propositions that any hardware man can handle. It makes a beautiful window display and is a handsome line to display inside your store. Be wise and place your order for Crystal Ware immediately.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

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'RICE LEWIS' NEWS

PYREX Transparent OVEN-WARE

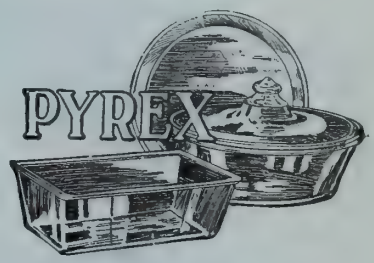
TRADE MARK REG.

Has the name on every piece



Pie Plate, Round

For the Christmas Trade



While Pyrex knows no season and sells readily at all times of the year, a special showing at Christmas will be particularly profitable.



Custard Cup

Either in single pieces or in sets Pyrex makes an ideal gift. This transparent ovenware that never chips nor checks is a possession desired by every housewife; for once a woman becomes a user of Pyrex ware she is not content until she owns a complete set.



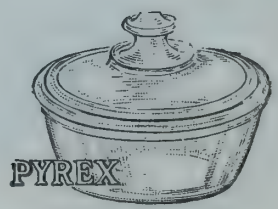
Bread Pan



Oval Casserole

We have also silver and nickel plated mountings for Pyrex ovenware.

Ask the Rice Lewis Man or write direct



Round Casserole

Rice Lewis & Son, Ltd.

Victoria Street, Toronto

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These Steel Shaft bearings revolve over a circular path and are kept in uniform position by a steel separator. Careful arrangement of steel hood conceals the bearings from dust. Extra heavy steel axles and hor

Keep Production Moving ON Bassick Casters

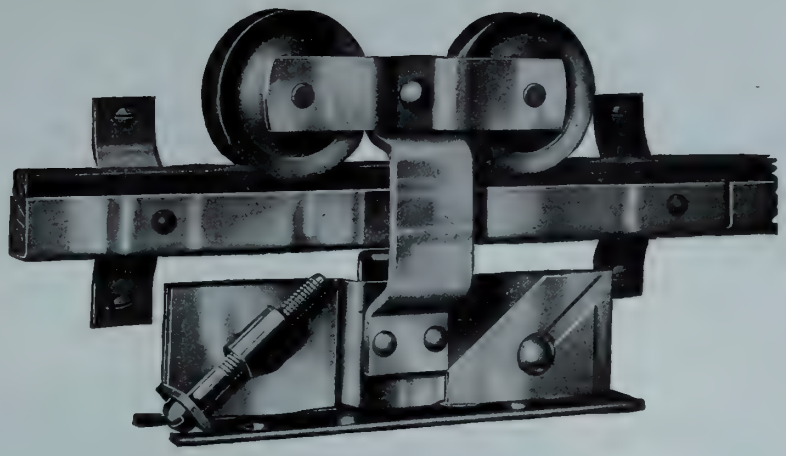
IF every Bassick dealer kept the factory production of his vicinity "moving on Bassick Casters" we would probably have to move pretty fast to keep up with dealers' orders.

But more to the point—every one of those dealers would have a list of big customers that would make his yearly sales figures a record to be proud of. Bassick casters will give these customers confidence in your general line of hardware.

Canadian Sales Agent:
J. A. Ramsay, 350 Adelaide St., West, Toronto, Ont.

THE BASSICK COMPANY, Bridgeport, Conn., U.S.A.

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Hatch Parlor Door Hanger

Quality — Value

Every feature necessary to make it at once high grade, practical and of good value has been incorporated into the Hatch Parlor Door Hanger. Builders everywhere should know its value—know how easy it is to instal and how permanent is that installation.

They should know how smoothly and noiselessly a door slides when equipped with a Hatch, and know something of the satisfaction that the Hatch Hanger is giving in hundreds of homes.

And here is your opportunity to tell your customers about these hangers, to display them, recommend them and to sell them. Satisfied purchasers and mighty nice profits will follow.

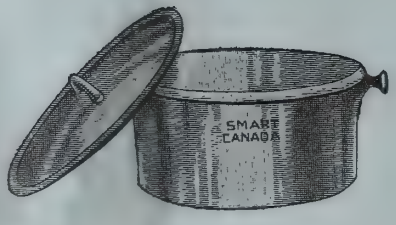
Packed in box complete with bolts, stops and bumpers it is easily handled and takes up little room. Single set includes 7 feet of track. Double set includes 14 feet.

Our catalogue, sent on request, contains valuable information for any hardware man. Write for it.

Canada Steel Goods Company
LIMITED
Hamilton - Canada

CANADA
FOUNDRIES & FORGINGS
LIMITED









G

CAST IRON WARE

JAMES SMART PLANT
BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

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I.XL Pocket Knives For The

Threshers **Farmers** **Stockmen** **Schoolboys**
Campers **Trappers** **Mechanics** **Fishermen**



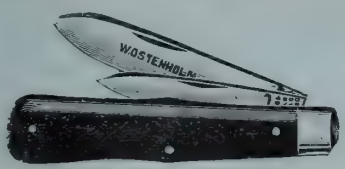
B-3. Two Blades, Black.
B-3T. One Blade, Leather Borer.



B-35. Pearl, length 3 in.



B-148. Stag, length 3¼ in.



B-4. Black, length 3½ in.
B-4½. Black, Name Plate, 3½ in.
B-6. Black, Name Plate, Iron Lined.
B-8. Black, Name Plate, Brass Lined.



B-55. Pearl, length 3⅜ in.
B-55¾. Black, length 3⅜ in.
B-54. Ivory, length 3⅜ in.
B-53½. Tortoiseshell, length 3⅜ in.
B-53. Stag, length 3⅜ in.
B-54½. Imitation Pearl, length 3⅜ in.



B-34¾. Stag, length 2¾ in.
B-39. Black, length 2¾ in.
B-39½. Tortoiseshell, length 2¾ in.
B-31½. Ivory, length 2¾ in.
B-31¾. Pearl, length 2¾ in.



B-46½. Black, length 3⅜ in.
B-46. Ivory, length 3⅜ in.
B-45¾. Tortoiseshell, length 3⅜ in.
B-45½. Imitation Pearl.
B-45. Stag.
B-103. Pearl.
B-52. Crossoar.



B-153. Ivory, length 3¼ in.
B-149. Pearl, length 3¼ in.
B-150. Tortoiseshell, length 3¼ in.
B-148. Stag, length 3¼ in.
B-147. Black, length 3¼ in.



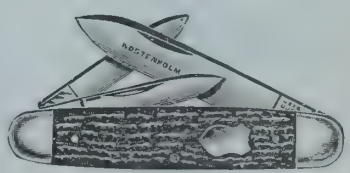
B-62½. Spear and Clip, Stag, length 3⅝ in.
B-62¾. Clip and Long Constrator, Stag, length 3⅝ in.



B-10. Black, Brass Lined, length 3⅝ in.
B-10½. Black, Iron Lined, length 3⅝ in.



B-37¾. Tortoise, length 3 in.
B-37F. Black, length 3 in.
B-37X. Ivory, length 3 in.
B-37½. Imitation Pearl, length 3 in.
B-36½. Stag, length 3 in.
B-37. Pearl.



B-155. Stag, length 3⅝ in. Strong Spear and two Pen Blades.

Stocked By All Leading Jobbing Houses

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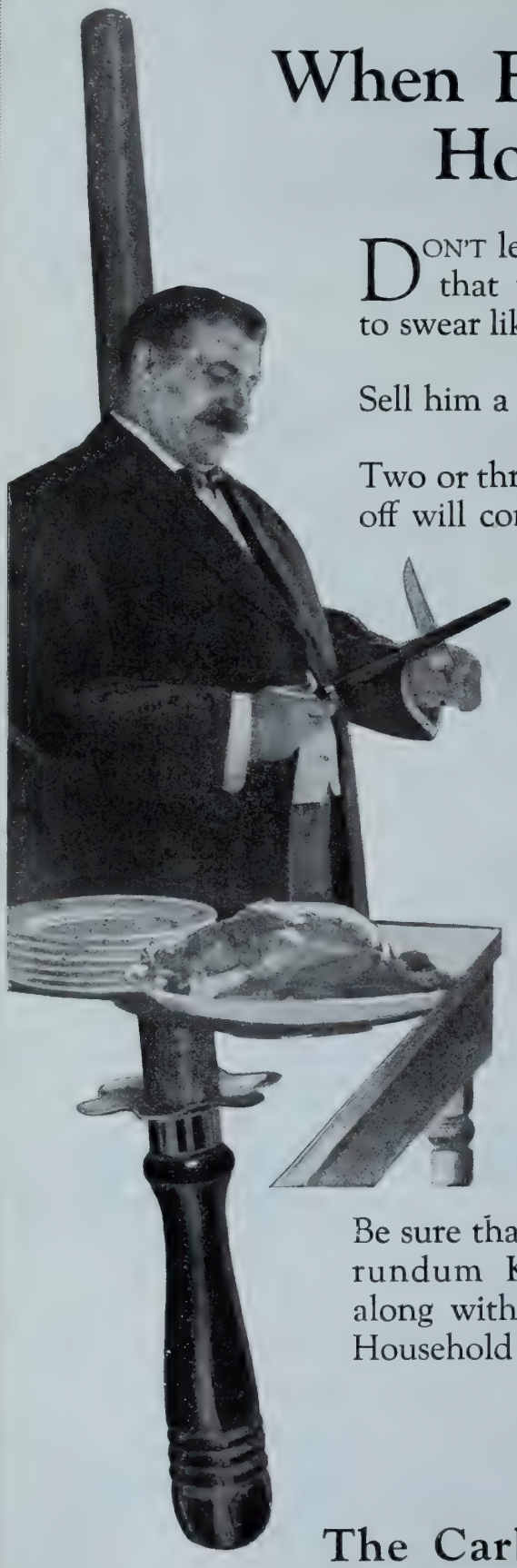
GEO. WOSTENHOLM & SON, Ltd.

SHEFFIELD - - ENGLAND

A. MACFARLANE & CO., LTD., Montreal, Canadian Representatives.

Assortment of popular patterns-pockets, razors, stainless steel table cutlery and butcher knives carried in stock at Montreal.

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When Father Carves That Holiday Turkey

DON'T let him go at the job with a dull knife that will mess up the bird and cause him to swear like a golfer.

Sell him a Carborundum Knife Sharpener.

Two or three strokes and his knife will be keen—off will come the clean, nicely cut, savory slices and carving will become a pleasure.

And right now is the time to get in your stock of these sharpeners. The big jobbers have thousands of them all put up in the handy display boxes—and so have we.

There is a chance for you to put one of these sharpeners in every home in your community because it makes every household knife a sharp knife.

Holiday cutlery displays will soon be attracting buyers to your windows.



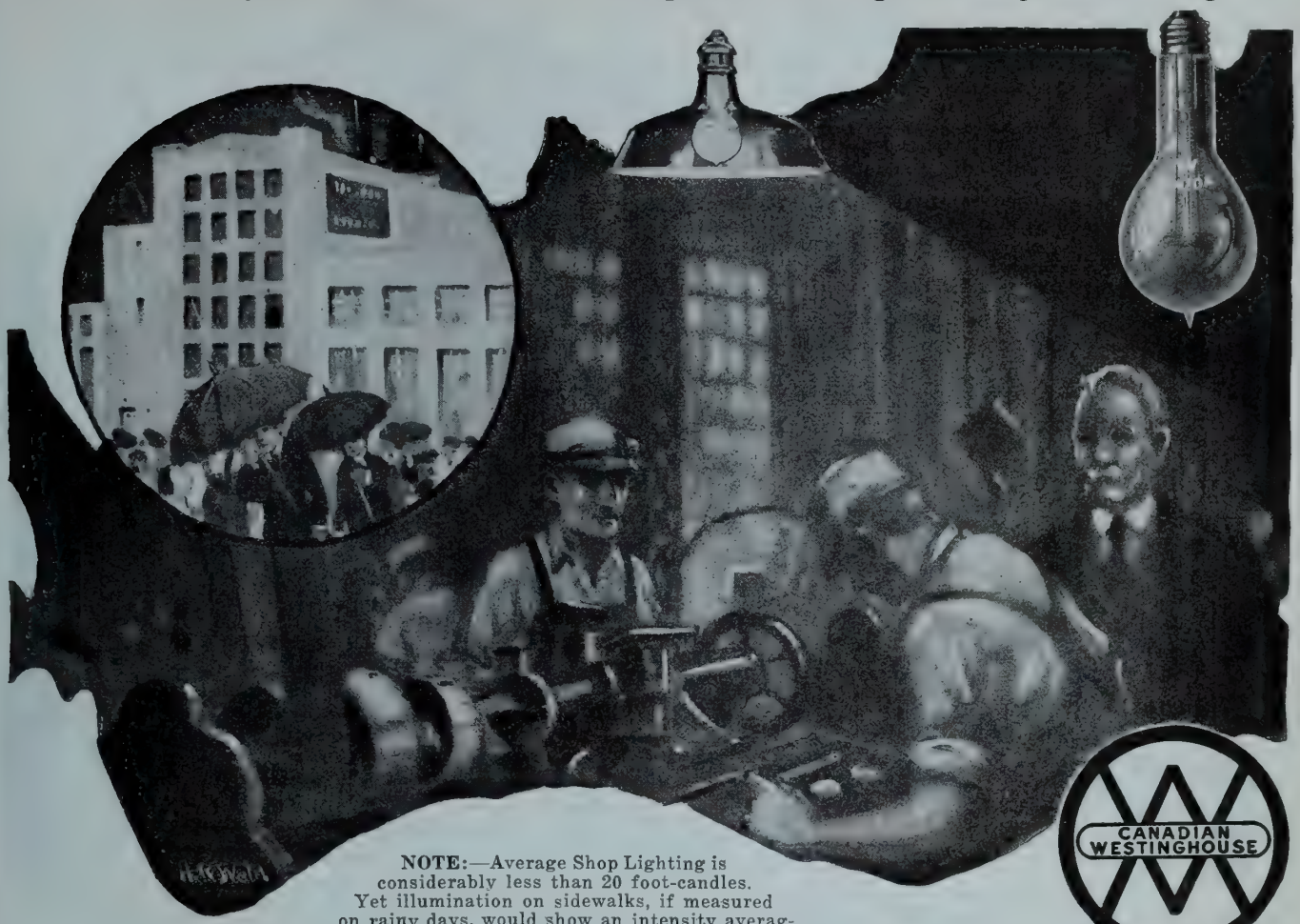
Be sure that you show Carborundum Knife Sharpeners along with Carving Sets and Household Knives.

The Carborundum Company

Niagara Falls, N. Y., U. S. A.

New York, Chicago, Boston, Philadelphia, Detroit, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids

"What lighting intensity are you getting?"



NOTE:—Average Shop Lighting is considerably less than 20 foot-candles. Yet illumination on sidewalks, if measured on rainy days, would show an intensity averaging 1,200 foot-candles.

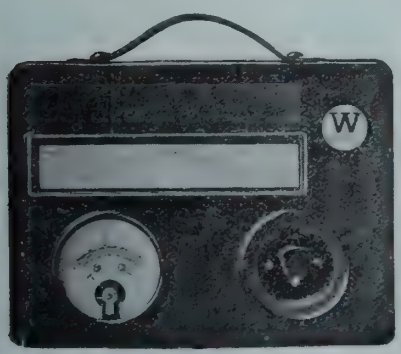
What Lighting Intensities are you getting?

That is a good question to ask any of your customers. Whether they are Industrial or Commercial Establishments, they are vitally concerned with the item of light which affects their employes.

Make our Engineering Service a part of your staff.

Ask the leading question.

Then call upon us and we will co-operate with you in giving your customers the proper lighting intensities.



Canadian Westinghouse Company, Limited

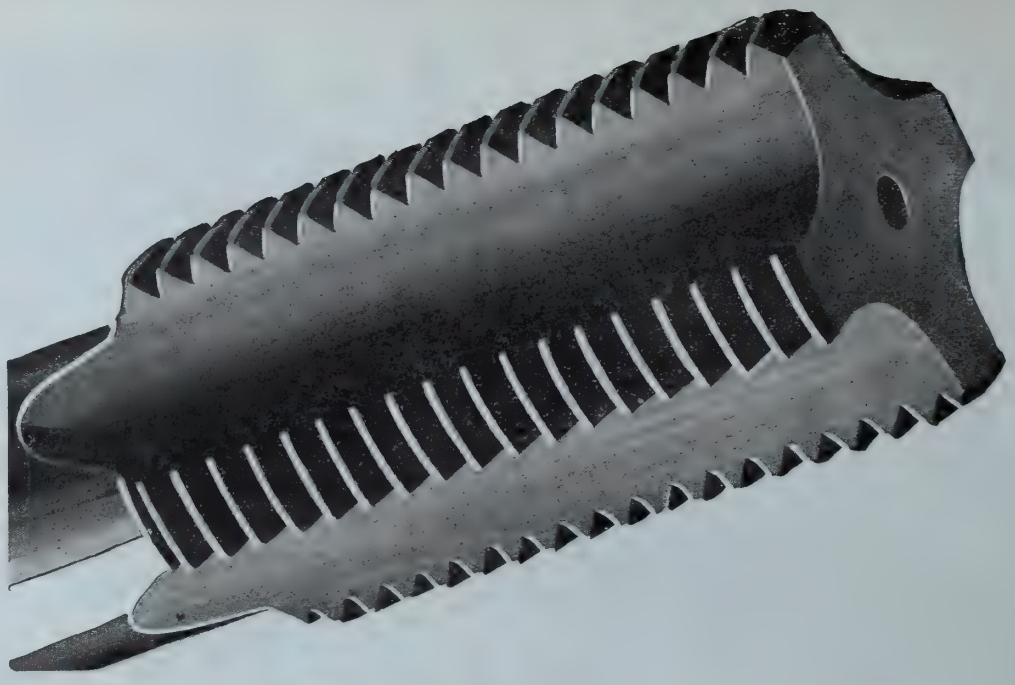
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Westinghouse

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Perfect—

In so far as it is humanly possible to attain perfection Butterfield Tools are perfect.

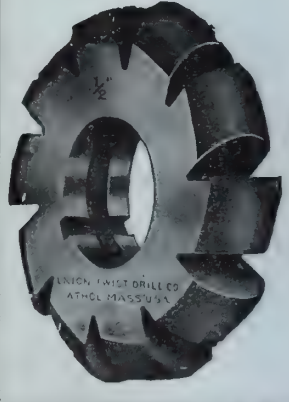
Constant care, Constant Supervision, constant striving to better our product, plus rigid inspection of every tool that is turned out of our plant insures the buyer that the Butterfield tool he purchases is the finest that mechanical skill and modern equipment can produce.

There is good business, sure business, profitable business to be had by Butterfield dealers.

Butterfield & Co. Division

Union Twist Drill Co.

Rock Island, Quebec



STORES:—220 King St. West, Toronto, 131 St. Paul St. West, Montreal

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BUTTERFIELD

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WIRE NAILS

**Blued—Cement Coated—Galvanized—
Copper Plated—Brass Plated**

CUT NAILS

Standard Cut Nails
Cut Finishing Nails
Roofing Nails
Coopers' Nails

Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

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Exclusive
ROUND OAK
Dealerships Are Being Granted

Within the next few months there will be appointed a few more exclusive dealers in Canada.

We make it a policy to co-operate sincerely and liberally with our dealers. This type of co-operation naturally requires time and effort on our part. We shall, therefore, add no more dealers than we can properly assist.

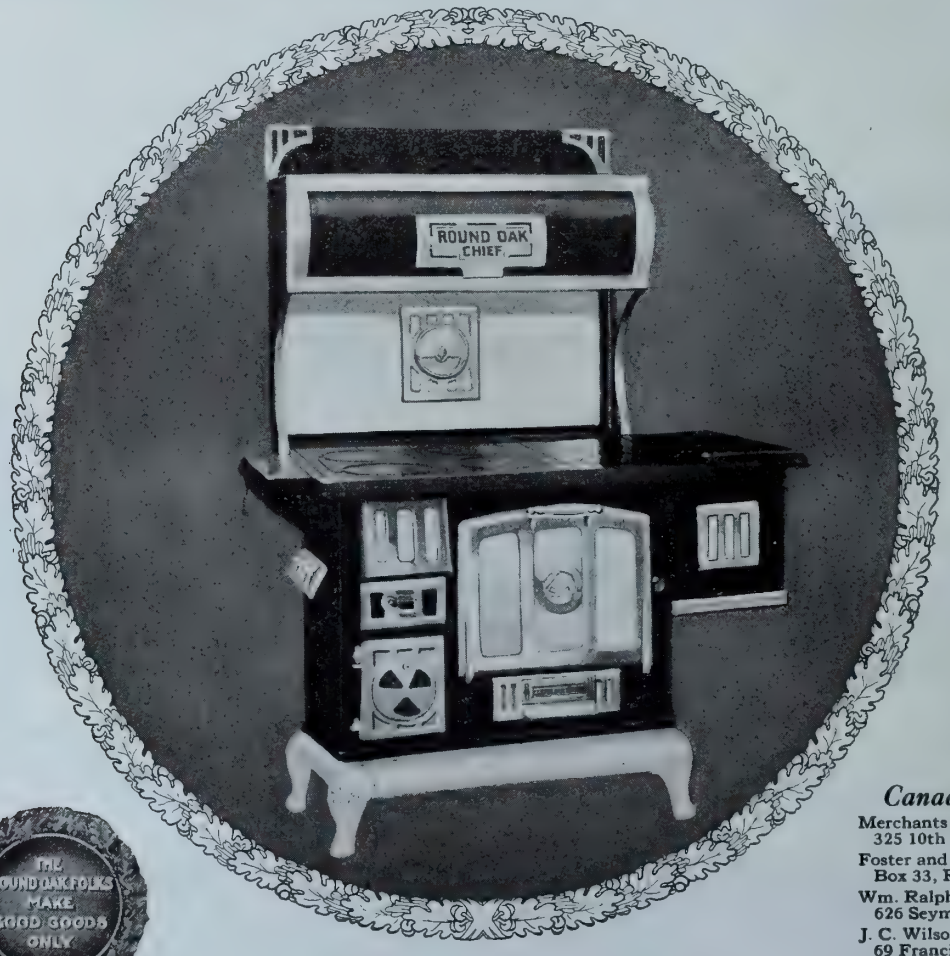
The Round Oak line offers many advantages. It is exclusively a quality line, one that has been well and favorably known for over half a century. It is a line that insures satisfied customers—a line upon which the dealer can build for the future.

It is a complete line. A dealer can profitably concentrate upon it. It includes the famous Moistair Heating System, Iron-Bilt Furnaces for pipe installation, Pipeless Furnaces, Heating Stoves, Coal and Wood Ranges, Combination Three-Fuel (gas, coal, wood) Ranges, and Porcelain Enameled Ranges.

Without obligation

we shall be glad to lay our proposition before you. Please write.

THE BECKWITH COMPANY, Dowagiac, Michigan
"Round Oak Folks" *Established 1871*





Canadian Distributors

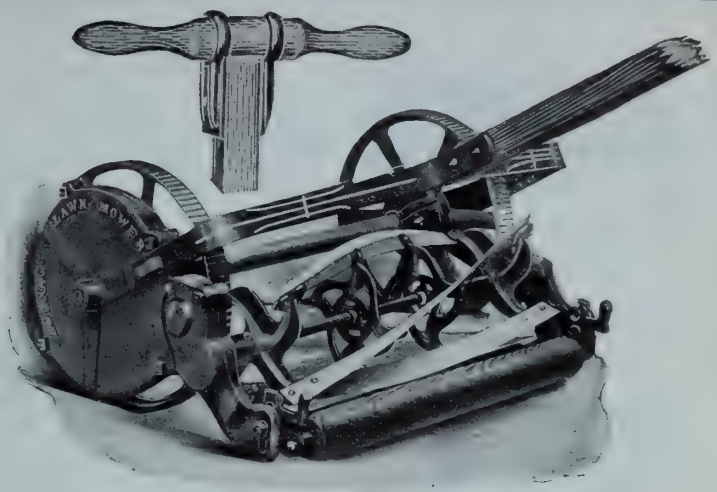
Merchants Hdw. Specialties, Ltd.
325 10th Ave. W., Calgary, Alberta
Foster and Frost
Box 33, Regina, Sask.
Wm. Ralph, Ltd.
626 Seymour St., Vancouver, B. C.
J. C. Wilson
69 Francis St., Winnipeg, Man.
Alfred Babb
Portage La Prairie, Manitoba

If interested tear out this page and place with letters to be answered

NO TIME LIKE THE PRESENT

ORDER MOWERS NOW

To make quick satisfactory sales you should insist on "T.F." quality when ordering from your jobber.

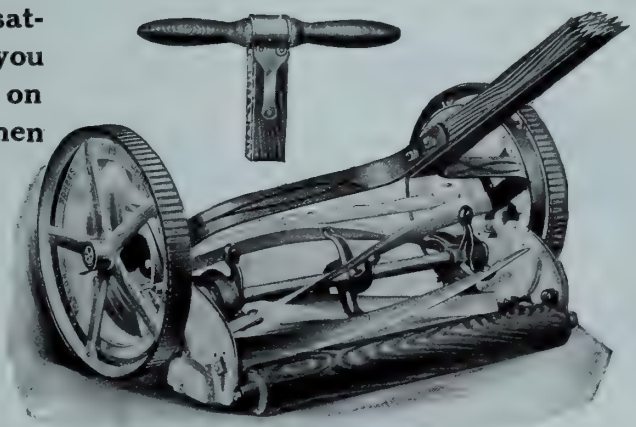


The "Adanac"

SIZES:

17 inch
19 inch
21 inch

Four Blade Cylinder

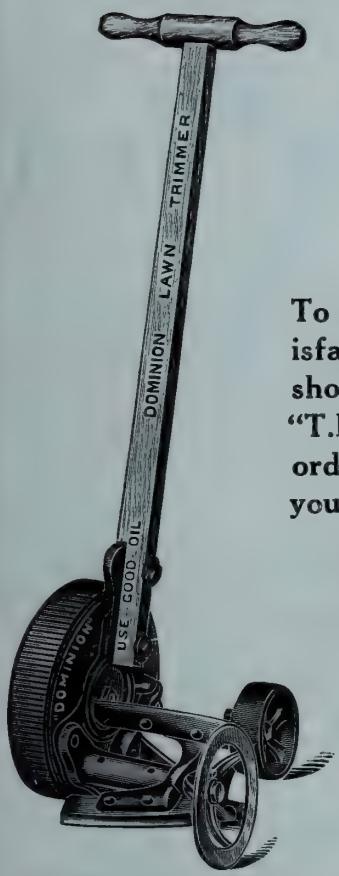


The "Empress"

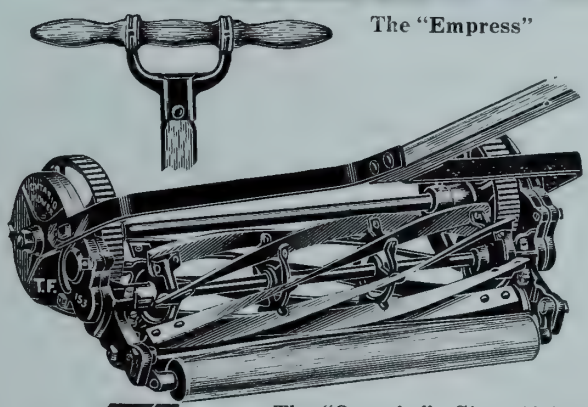
SIZES:

12 inch
14 inch
16 inch
18 inch
20 inch

Four and Five Blade Cylinder

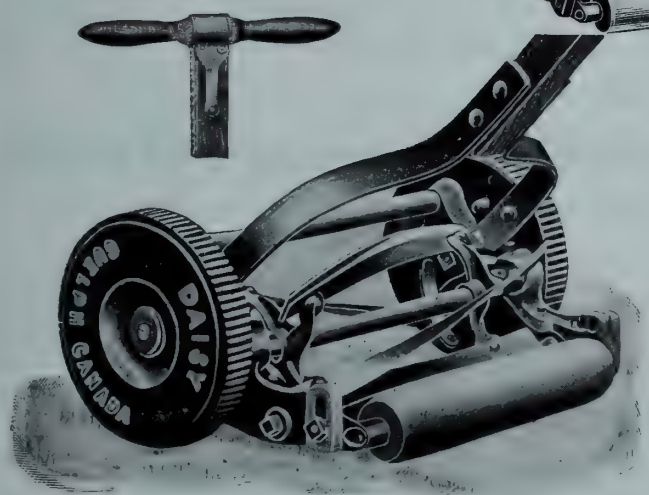


Dominion Lawn Edger and Trimmer



The "Ontario." Sizes 12 in., 14 in., 16 in., 18 in., 20 in. 7 Blade Cylinder.

Lawn Mower and Spring Goods Catalogue Sent On Request



The "Daisy" 12 in., 14 in., 16 in., with 3, 4 or 5 Blade Cylinders

MANUFACTURED BY

TAYLOR-FORBES

COMPANY, LIMITED

Head Office and Works: **GUELPH, ONT.**

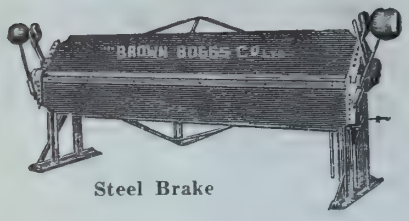
Makers of the World's Best Lawn Mowers

TORONTO
QUEBEC
WINNIPEG

MONTREAL
ST. JOHN
REGINA

VANCOUVER
HALIFAX
CALGARY

If interested tear out this page and place with letters to be answered

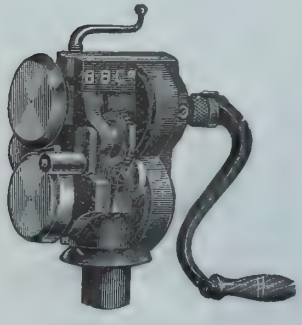


Steel Brake

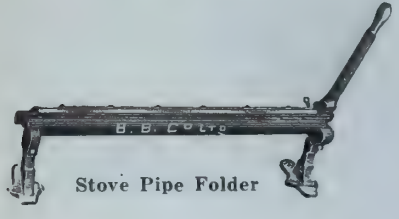

Tin Folder



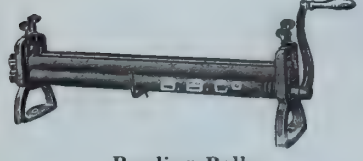
Foot Squaring Shear



Wiring Machine



Stove Pipe Folder


Bending Rolls

B B Co Ltd.

For Tinsmiths' Tools

The B.-B. Trade Mark on shears, snips, bending-rolls or any other tinsmiths' tool is a guarantee of that tool's worth.

To the hardware man who has a tinsmithing department we can promise increased output at less cost by the use of B.-B. equipment.

Correct design, careful workmanship, and rigid inspection keep B.-B. standard ever up to the mark.

Write for Catalogue and Price List

The Brown, Boggs Company, Limited

HAMILTON, CANADA

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery

Representatives :

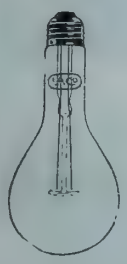
TORONTO
A. B. Walker, Holbrook Bldg.

WINNIPEG
Bissett & Webb, Limited.

If interested tear out this page and place with letters to be answered.



Your Lamp Department Financed



The Nitro (gas filled)



The Tungsten



The Round Lamp



The Mill Type Tungsten

Think what a saving this means to you!

It means that you can make two profits where ordinarily you would make one.

In other words, by having us consign lamps for your department, you can take the money which would have been tied up in lamps and invest it in another profit producing line. Your stock will be complete and you pay only when the lamps are sold.

Laco Dealers are making real profits, because householders who have been accustomed to the good light of Laco Lamps come back for more.

Write us for our special proposition

Canadian Laco Lamps, Limited

Montreal **TORONTO** **Vancouver**

If interested tear out this page and place with letters to be answered



CRANE

STANDARD

BRASS GATE VALVES

No. 440



DOUBLE DISC. PARALLEL SEATS

The Steam working pressure for which they are intended is Cast on the Valve.

Steam Working Pressures up to 125 Pounds.

Cold Water working Pressures, 175 Pounds.

These Valves may be packed when open and under pressure.

Manufacturers of Valves, Fitting and Piping Equipment for all pressures and purposes—and distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST. JOHN, QUEBEC, SHERBROOKE, EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

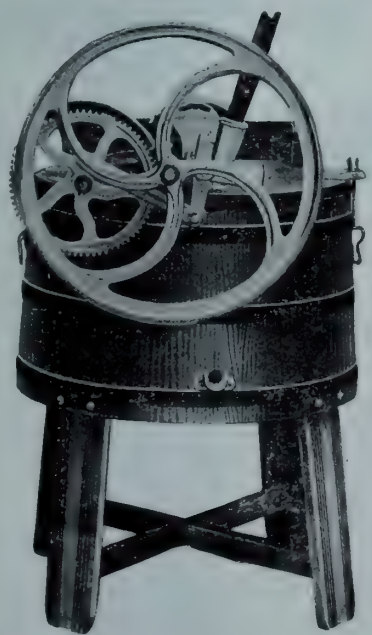
Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

1

If interested tear out this page and place with letters to be answered







Washing Machines That Sell

On the market for nearly 20 years the first machines still producing efficient service. You can recommend this machine with the utmost confidence that its performance will be all that can be desired.

This very popular type of cut gear, high speed fly wheel machine is having largely increased sales—Stock this washer for satisfactory results.

Made in two styles—

Cut gearing or cast gearing

The smooth, quiet running qualities of this Cut Gear Gem washer will instantly appeal to the discriminating buyer.

J. H. CONNOR & SON LTD.

Ottawa - Ontario

Manufacturers' Washing Machines—in Electric, Belt Drive, Water Power, or Hand Operated—Clothes Wringers —Woodenware

Write us for Catalogue and Prices

If Interested tear out this page and place with letters to be answered

PLYMOUTH ROPE ECONOMIES

PLYMOUTH Rope can be purchased at prices that insure unequaled economies in rope expense as compared with inferior grades of rope which are being offered on the market at lower prices.

For nearly 100 years Plymouth has been the recognized quality rope. No rope has ever surpassed it in these three essentials:

Quality of Raw Material
Expert Workmanship
Knowledge of Rope Construction

Place your Plymouth Rope order for Spring shipment with your jobber now.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., Ltd.
TORONTO, CANADA *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Since 1916 all Plymouth Rope $\frac{1}{4}$" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope

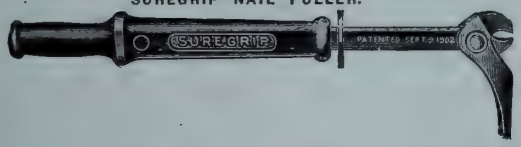
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SOME OF THE POPULAR SPECIALTIES IN THE BRIDGEPORT LINE

TOMAHAWK BOX TOOL.



SUREGRIP NAIL PULLER.



MATCHLESS C COMBINATION PLIER



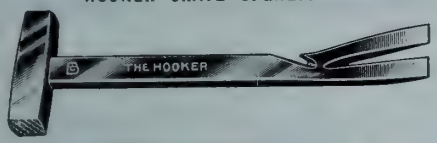
MATCHLESS TIRE TOOL.



MATCHLESS END-CUTTING NIPPER



HOOKER CRATE OPENER.



PERFECTION SCRAPER.



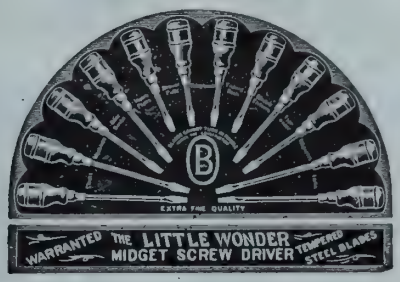
MATCHLESS OPENER.



UNBREAKABLE NAIL PULLER.



Little Wonder Screw Drivers
No. 42 Assortment



A very fast seller at 15 cents each

A high grade little tool, suitable for all kinds of light work on Electric Fixtures, Machines, Magnetos, Telephones, Typewriters, Fishing Reels, Clocks, Cabinet Hardware, Locks, Etc.

DESCRIPTION

Tempered steel blade, nickel plated, 1/8". diameter; red varnished hardwood handle; long steel ferrule; blade securely fastened in handle and cannot loosen or turn.

Reliance Screw Drivers
No. 35 Assortment

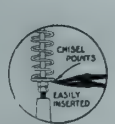


This New Steel Stand works like an extra clerk

A dozen fine screw drivers, four 4 inch, four 5 inch and four 6 inch, in the new All-steel Display Rack. Stand enamelled mahogany with handsome lithographed metal label.

Reliance Screw Drivers are extra good Rubberoid handle, nickle plated ferrule and blade tempered like a sword.







FAY-OH-RITE VALVE LIFTER





A Forged Steel Tool of Finest Quality for Removing Valves from All Types of Gas Engines.

Forked ends operate at an angle which holds them in place under tension and lifts straight. **Rocker links** prevent binding of valve stem or washer. **Chisel points** easily inserted. **Forked ends** can be bent without breaking. **Guaranteed.**

THE BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONNECTICUT, U.S.A.

Sales Representatives:

WESTERN CANADA:
Sutherland Bros.,
Confederation Life Bldg., Winnipeg.

PROVINCE OF ONTARIO:
H. A. Harrison,
220 King St. West, Toronto.

PROVINCE OF QUEBEC:
Hubert B. Johnston,
92 Dominion Ave, Sherbrooke, Que.

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B.P. BRAND
WIRE NETTING

Black Fox Netting a Speciality



Britain's Premier Brand Wire Netting is known and used throughout the world, and is of guaranteed quality and reliability. Made on approved looms and

HEAVILY GALVANIZED AFTER WEAVING

Length and width of each roll, and gauge of wire true to specification. Supplied in every variety of mesh from 3/8 inch to 4 inch.

Prompt Shipments a feature. No order too large. Be sure to specify "B.P." Brand.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's (Preferred) Marconi and 2nd Private.

London Mills

TRADE MARK. ANCHOR REGD Nos 2664 & 47412.

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N.1.

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC. 5th and Bentleys

Manchester Mills

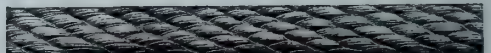
PROPELLER BRAND REGD No 269956

ANOTHER REDUCTION IN PRICES

AUSTIN'S



ANCHOR SASH AND BLIND LINES



PROPELLER SOLID BRAIDED COTTON SASH LINE AMERICAN SIZE No 8



PROPELLER PROOFED SOLID BRAIDED COTTON SASH LINE, AMERICAN SIZE No 9



AJAX WATERPROOF TROLLEY CORD AMERICAN SIZE No 10

If Interested tear out this page and place with letters to be answered

"GUTTA PERCHA"

Automotive Equipment

TRADE MARK GP BRAND



Rubber Headed Mallets

Includes These Famous Products

RUNNING BOARD MATS
RADIATOR HOSE
RUBBER HEADED MALLETS
BLOWOUT PATCHES
SEALTITE PATCHES
FLOOR MATS
GASOLINE HOSE
PEDAL RUBBERS
WIND PROOF MATS (*for Fords*)

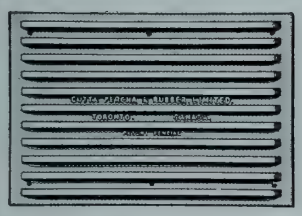
IN MODELS FOR SEDAN, TOURING AND COUPE BODIES

Always Keep Them well Displayed— Displays Make Sales

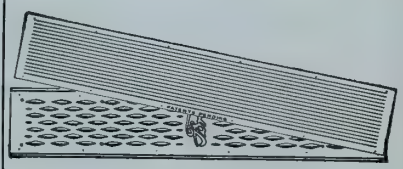
"Quality All Through"



Sealtite Patches



Running Board Mat



Running Board Mat

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

Black Diamond Files

for service

Nowadays a product is measured with the yardstick of service. Black Diamond Files give service plus—a fact that experienced file users discovered long ago. Sharp cutting and keen tempered.

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND



he *must* have dividers

Every machinist has his set of dividers. In laying out work—measuring dimensions between lines or points, transferring lengths taken direct from a graduated steel rule—scribing arcs and circles—he uses them daily.

With such a steady demand it's good policy to learn something about the Starrett Spring Divider No. 77.

They're different from the ordinary dividers. If you will examine the quick-adjusting automatic closing spring nut you can see at once why the 77 appeals to the critical machinist. The thread engages the screw at the slightest pressure when the leg comes in contact with the nut. When pressure is withdrawn, it releases itself immediately, sliding freely on the screw. Its use saves much valuable time in opening and closing. Also made with solid nut.

Fay Spring Dividers No. 77



Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

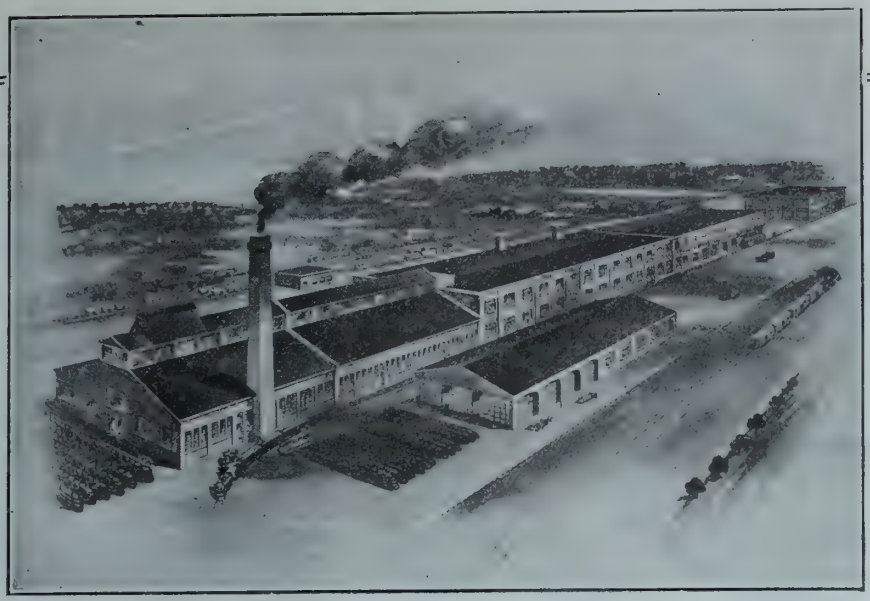
42-408

Sell Starrett Tools

If Interested tear out this page and place with letters to be answered



Fine Wire





Baling Wire

WIRE

Nails and Bale-Ties

In our factory is made every kind and size of wire that is used anywhere in Canada. We are also equipped to make special wire to order for any particular purpose.

Our line of superior Bale-Ties and Baling Wire made from genuine Bessemer stock, is stronger and better though at ordinary cost.

Our high-grade wire nails and fence staples, of best design and of sturdiest materials, are sent, strongly packed so that they may be stocked and handled without litter or waste.

Stocks are complete and we are ready, always, to make prompt shipments.

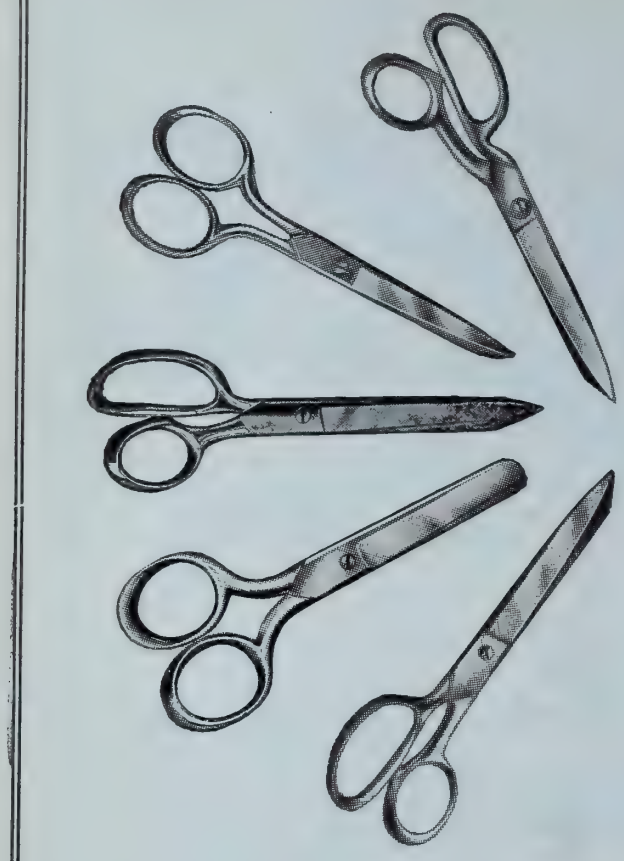
Besides Bale-Ties and special Hay Baling Wire made from genuine Bessemer stock, we also manufacture Wire Nails, Fence Staples, Fine Wire, Bright, Annealed and Liquor Finished, Square, Pine, Brush, Bookbinders', Hat, Florists' and a fine quality of tinned or bright Mattress Wire, properly packed.

Say "Laidlaw Products" to your jobber.

The Laidlaw Bale-Tie Company, Limited

HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.



"ACME"

Special Hard Cutting Edges

Two very convincing selling points for the hardware merchant to use with "Acme" Shears and Scissors are their low price for the quality and the special hard, keen, and sharp cutting edges so well known to those who have sold or used these dependable shears.

35,000 pairs are produced daily. This is convincing evidence that they are wanted and are selling well. Our catalogue No. 6, "The Scissors Encyclopaedia," will show you what's in it for you.

Write to-day for the catalogue.

The Acme Shear Co.

Bridgeport, Conn., U.S.A.

INCORPORATED 1882
CAPITAL STOCK, $500,000

Canadian Agent:
MR. A. J. McCRAE, 23 SCOTT ST., TORONTO.

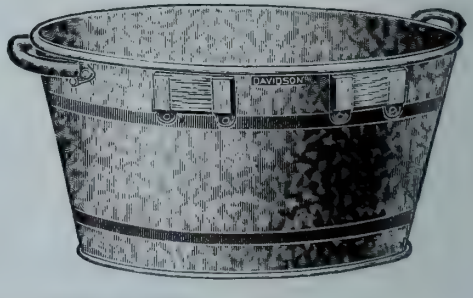


Galvanized Pails and Wash Tubs

We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures the superiority and durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.

The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.
The Davidson trade mark denotes quality.



The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal **Established 1860**

Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered

Millers Falls Goods which you should stock for Christmas

NO. 500 Tool Set is only one of the big Christmas items in the Millers Falls line of fine tools. There are many others.

For instance, there has always been a big holiday demand for the following:

Fret Saw Machines
Nos. 387 and 390

Lathe No. 417
Goodell Lathes and Saws

Carving Tool Sets
Nos. 1, 2 and 3

Fret Saw Sets
Nos. 1, 2 and 427

Auger Bit Sets, 32½ qrs.,
Nos. 1531, 1542, 2431 and 2542

Tool Holders
Nos. 4, 5 and 600

Punch Sets
Nos. 485, 496 and 100R

Stock these at once. Give them good display. Millers Falls hand and breast drills with the new finish will help to brighten up your store. A Millers Falls brace display in your window or on your counter will lead to many a Christmas sale. Order now and be ready for the early Christmas shoppers.

MILLERS FALLS COMPANY
Millers Falls, Mass.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools



MILLERS FALLS Tool Set No. 500 is a tool set any man would like to own. It contains the following items:

1 *No. 1323 8-in. sweep brace*
1 *No. 303 hand drill with 4 drill points*
1 *No. 4 tool holder with 10 tools*
1 *No. 300 glass cutter with 6 wheels*
6 *No. 542 Auger bits, sizes 4-6-8-10-12-16/16*
1 *Millers Falls handbook for Mechanics, brimful of helpful information*
1 *catalogue "S"*
1 *card for display purposes, which fits in a groove at the top of the box. After the box is sold, the card is placed inside so that the customer will know what he has purchased*

MILLERS FALLS TOOLS
SINCE 1868

Canadian Representative:
Mr. F. J. MACDONELL
Hamilton, Ontario

If Interested tear out this page and place with letters to be answered

Padlocks At Popular Prices



"Canada"
AND
"Victory"

padlocks are well constructed, and dealers sell them with entire confidence.

They are so moderately priced that they will fit the pocket-book of any customer you have.

Order the handsome colored display boards.

THEY ARE THE BEST

Order from your Jobber

C. O. CLARK & BRO.

Montreal - Que.

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)

Diamond King (glass) **Western King (enamel)**
Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS

Newmarket - - Ontario



THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.

Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited

Waterville, Quebec

Do You Find Files Sluggish?

You shouldn't and you won't if you stock one of these standard brands.

It is hard to sell a practical man a tool he doesn't know. File users *know* these brands, and require no urging.

Your jobber can supply you promptly; we carry large reserves.

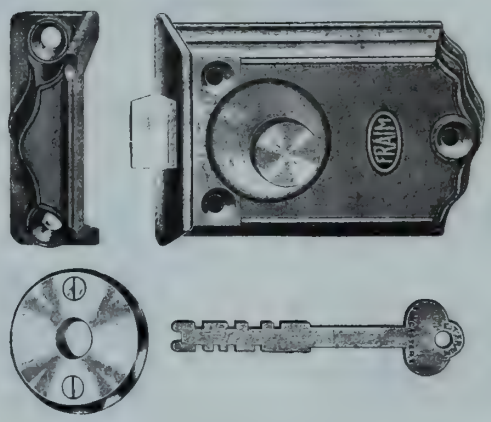
Kearney & Foot
Great Western
American
Arcade
Globe

NICHOLSON FILE COMPANY

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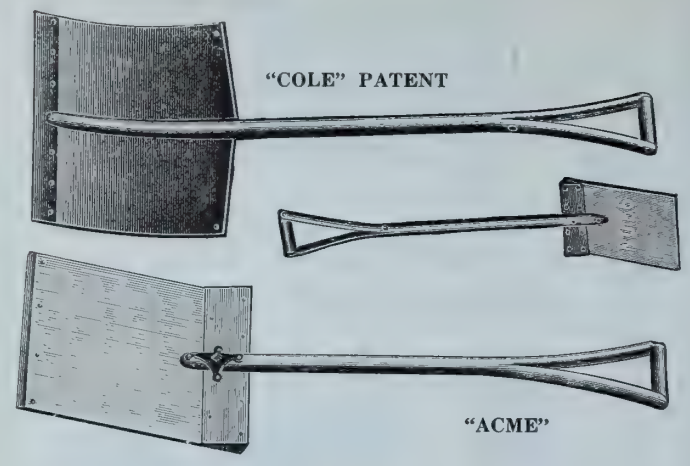
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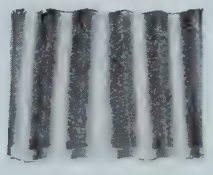
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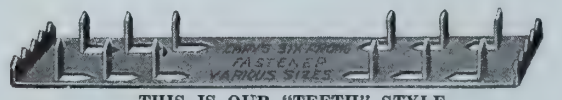
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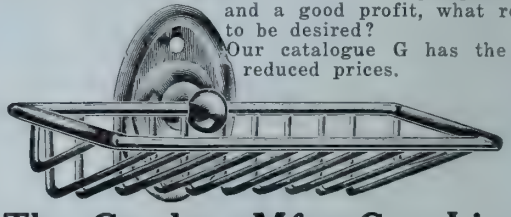
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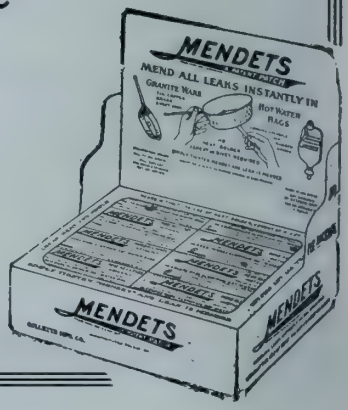
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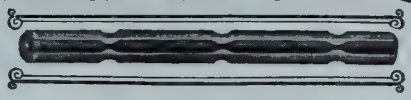
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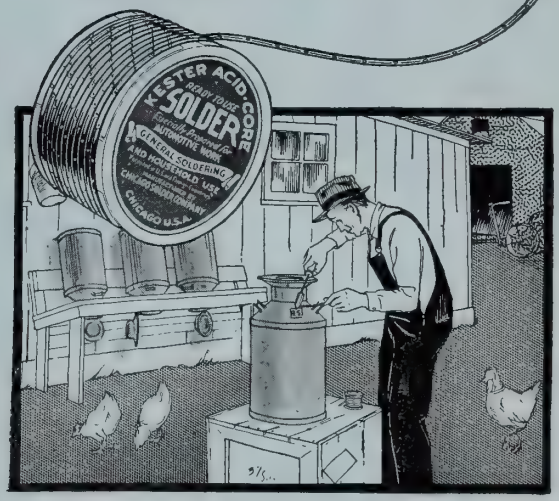
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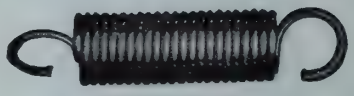
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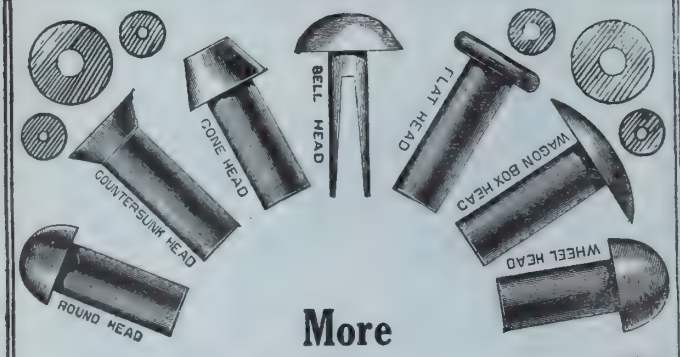
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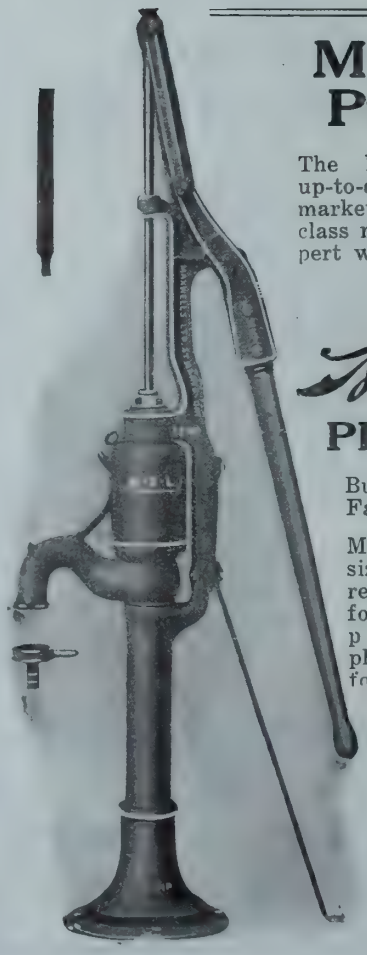
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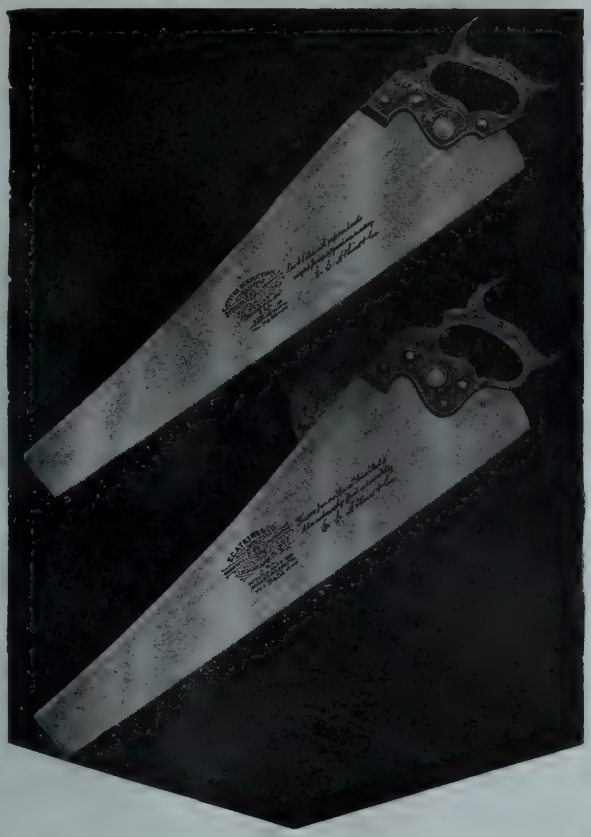
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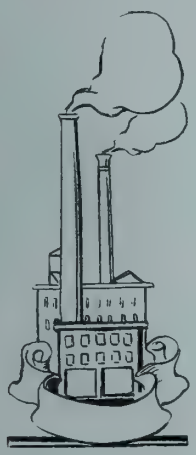


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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. OCTOBER 28, 1922 No. 43

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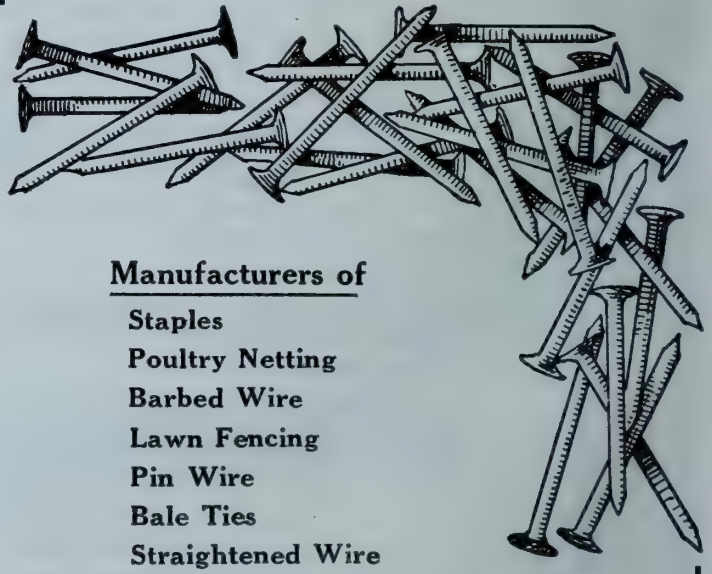
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, OCTOBER 28, 1922 No. 43

Fear Another Inflation of Hardware Prices: Discuss Lowering of Distribution Expenses

Trend Toward More Efficient Merchandising Raises Question of Reducing Cost of Services Between Hardware Wholesalers and Retailers at National Hardware Ass'n Convention—Prices Definitely on Upgrade—Standardization of Hardware Discussed

EDITOR'S NOTE:—Many subjects of interest to all branches of the hardware trade both in Canada and the United States were discussed at the twenty-eighth annual convention of the National Hardware Association held in Atlantic City. Representatives of Hardware and Metal were in attendance and secured the following details concerning discussions which are of particular interest to Canadian hardwaremen:—

MUCH time was devoted by the wholesalers attending the convention to the discussion of means for combating steadily increasing overhead expenses and to thereby enable more economical distribution of merchandise in order to offset other elements which are developing in connection with such distribution. The average overhead expense of a group of representative wholesalers was shown to have increased from 16.05 per cent. in 1916 to 20.47 per cent. in 1921. In view of curtailed business in the last two years, the increasing competition for such business as exists and the tendency for merchandise to flow through channels having less costly expenses of distribution, discussion centered around a number of subjects of direct interest to retailers.

Standardization of Hardware

The question of standardization in hardware was introduced by a representative of the Department of Commerce. It was shown that in reply to an invitation for an expression of opinion from retail merchants, 2,112 retailers of 2,149 who replied favored the standardization of hardware commodities. It was shown that in single bit axes there had been 6,118 varieties in use representing variations of thirty-four models. These had been greatly decreased as result of the department's efforts.

Another Advance in Price

It was shown that hardware prices have recommenced an advance. An index figure of 100 representing the average price of hardware before the war had risen to 257 during the war, declined to 135 last January, risen to 155 in September and is now 165. Charts were provided showing that a second period of inflation is commencing, the inflation of wholesale prices being equal to that of the Civil War period. Prohibition was thought to be a splendid thing for business, it being estimated that a billion and a half dollars was annually being turned into regular business channels now which formerly went into the liquor business.

Service to Retailer Now Important

The wholesalers present expressed the opinion that service to the retail customer was now the big element with them and the sales end of the business is being emphasized to a much greater extent than buying or credit, which have each had their day.

Discussion of a chart detailing wholesalers' overhead expenses during the last few years showed an increase in expenses with a corresponding decline in turnover. More scientific pricing of goods was suggested as a solution. Concentration on certain lines was also suggested, it being estimated that 16 lines of merchandise represented 60 per cent. of sales and another 16, making a total of 32 lines, represented 80 per cent. of sales.

Want Retailers for Radio Supplies

A representative of the Radio Corporation of America pointed to the necessity of careful selection of retail distributors for radio equipment and stated that good retail outlets were now more required for radio supplies than were wholesalers. He stated that electrical dealers were poor as a class for handling this line and that the hardware merchant with a little study of the equipment was the best merchandiser for it. Some wholesale hardware firms have established a special department for radio business. Other wholesalers pointed out that they were willing to instal special departments and special salesmen for this line but they objected to the manufacturers' provision for discount only on large quantity buying, pointing out that many of them were not disposed to "plunge" into the business at first. Asked as to the necessary investment by a retailer to enter the business, the representative estimated this at $1,000 for a merchant in a centre of about 5,000

(Continued next page)

Send Bricks by Parcel Post

Read in this article the stories of various hardware merchants who tell of kegs of nails, locomotive jackscrews, and bricks for building being sent by Parcel Post.

(Continued from previous page)

Outlook for Builders' Hardware

Manufatcurers of builders' hardware, when questioned regarding the outlook for building in 1923 pointed out that while some of the need for building has been met that it will take four or five years' normal building to catch up with requirements. As for the year 1923 it was pointed out this would depend largely on the extent of labor troubles but there was said to be plenty of building in sight. The tendency seems to be toward larger construction such as buildings and industrial plants and fewer residences. Such construction calls for better grades of builders' hardware. There was said to have been much substitution for brass and copper during the war and much propaganda is now being spread to show that builders' hardware of these metals is much cheaper in the end than substitutes which last but a very short time. Business in copper screen cloth was said to have greatly increased last year.

Unit System of Packing and Pricing

The unit system of packing and pricing, which has had some attention at Canadian gatherings of hardwaremen recently, came in for discussion. Some wholesalers were of the opinion that this change had a tendency to decrease the volume of sales as frequently ten articles were sold where formerly a dozen were sold. It was pointed out that the unit system brought orders in odd amounts such as two, four, seven articles and caused much trouble unless adopted generally. A builders' hardware manufacturer who has adopted this system found it greatly facilitated their work by eliminating the expressions;—each, pair, dozen, gross, package, etc. It was pointed out that both the association of hardware retailers and manufacturers had adopted this system. The majority of wholesalers favored it providing it was adopted by all manufacturers. Dealing with the work of standardization manufacturers pointed out that many sizes, designs and finishes of builders' hardware were now being eliminated in accordance with the recommendations of the government. It was held that all could make more money with reduced overhead by following this plan.

Small Tools to Advance

Discussing the situation regarding small tools it was shown that stocks have been considerably decreased. Shortage of labor and higher cost of raw materials would, it was said, increase prices to the trade in the near future. As for competition from European imports it was pointed out that in tools where labor is the biggest factor this competition is keener than where material is a bigger factor than labor. Both tools and builders' hardware have been advancing in price since May and further increases were predicted.

Concerning trade relations with farmers it was pointed out that even at today's higher prices for agricultural products, these are equal to 1913 prices while manufactured products are still fifty per cent. above those of that time. In view of this situation the farmer could hardly be expected to be as big a customer as would otherwise be the case.

JUDGE CALLS ROLLER SKATES SPORTING GOODS, NOT TOYS

Judge Albert B. Anderson, in the United States court, has ruled that roller skates are sporting goods, and, as a result, the United States Government is $59,000 richer.

Sporting authorities had expressed a difference of opinion in the preliminary hearings, most of them saying that roller skates were toys. Sporting goods are subject to tax, while toys are not.

Parcel Post to Retailers

Much discussion also centered around the question of handling parcel post shipments to retailers. It was pointed out that such business was generally handled at a loss, but a suggestion to institute a service charge was promptly shelved. One wholesaler outlined a plan whereby he carried his own insurance on such parcels and thereby put it on a self-sustaining basis. His average parcel post order was valued at $2.71.

Send Bricks by Parcel Post

Some odd developments in connection with the parcel post were outlined, which are of peculiar interest in Canada at this time because of extensions being made in this service in this country. One merchant pointed out that the brick used in the construction of a bank building in his town in the West came by parcel post. In another town a merchant stated that the draymen were very unpopular and as a result orders for much heavy and bulky merchandise were placed for delivery through the parcel post. The government paid the bill and thereby went into competition with local delivery men. Another merchant told of a shipment of ten kegs of nails going through parcel post. Of course they had to be split up into packages to conform to maximum weight regulations but the carrying charges were less by parcel post than by other means. In another case fifteen locomotive jack screws were said to have been ordered by parcel post. Further in connection with postal matters a resolution was passed favoring the placing of the second class mail matter on a self-sustaining basis and thereby enabling a reduction in first class mail, the surplus from which now balances the deficit on second class mail.

THE BUSINESS MAN'S GOAL

Net profits—the most vital factor in business. Absolutely essential to the growth, yes, even to the existence of any business, this single item stands out head and shoulders above the rest as the most important figure on the dollars and cents balance sheet.

It is even more interesting from another standpoint, for it is an exact measure of the ability and efficiency of an executive. It is his score in the game of business.

Every activity of every day of our business year carries on toward this single goal "Net Profit."—A Message to Business Men from Roger W. Babson.

The Mennen Case

Consideration was given to the decision of the Federal Trade Commission in connection with The Mennen Case, by which a wholesaler would be compelled to grant the same price on quantity purchases to all buyers irrespective of their status. It upheld the right of any buyer to get the same price from wholesaler on a certain quantity purchase and would force the jobber to sell to a consumer at the extreme price granted a retailer for any quantity. Much opposition was taken to this decision, the hardwaremen taking the stand that it would play directly into the hands of chain stores, premium houses, etc. It was decided to make legal representations in court against this decision at the time the Mennen Company's appeal is heard.

Returned Goods

The question of merchandise being returned to wholesalers by retailers was cited as an aggravated one. An investigation of the trouble in some cases had revealed that certain salesmen were largely to blame due to taking an inaccurate record of the retailer's wants and to errors in filling such orders. In some cases retailers were said to be returning goods improperly packed thus resulting in much loss to wholesalers, and in other cases goods were returned after long periods in retail stores where they had been shelf warmers.

One prominent manufacturer pointed out that much educational work was being done through the trade newspapers and that this subject could best be dealt with through that medium. One wholesaler followed the plan of charging 5% as a handling charge where the return of goods was definitely the retailer's fault.

Collecting Interest on Accounts

The collection of interest on overdue accounts was also an interesting topic, it being pointed out that 82 per cent. of the wholesalers who are members of the association follow this plan. It was held by some that revenue raised by this means was sufficient to pay for depreciation on buildings and equipment. To prevent subsequent argument or claim on long standing accounts it was suggested that accounts receivable be turned into promissory notes bearing interest.

Want Retailers on Board in Connection With Discussion of Combine Legislation

Interesting Facts Brought Out in Hearing of Special Committee Regarding Efforts of Ontario Government to Enforce Anti-Combine Legislation—The Value of Established Resale Prices—Retailers' Representative Favors Board to Regulate Prices if Retailers Are On It

By Staff Correspondent Hardware and Metal

EDITOR'S NOTE:—Some interesting points have been brought out in connection with the hearings this week of the special committee appointed during the spring session of the Ontario Legislature to consider the proposed new Provincial Bill which has for its object the preventing of fixed resale prices. The Bill was the outcome of the case brought by the Attorney-General of Ontario against a number of wholesale grocers and manufacturers some months ago. That case was in itself an outcome of the Board of Commerce investigation into alleged combines existing among manufacturers, wholesalers and retailers which began in Hamilton in 1920 and ended in Toronto some time later. At that investigation A. W. Roebuck, representing the Attorney-General of Ontario, discovered what he considered were combines in restraint of trade. The Board of Commerce, consisting of W. F. O'Connor and James Murdock, the present Canadian Minister of Labor, in their judgment decided that up to that time they had not heard any evidence to condemn the retailers, wholesalers or manufacturers for their resale price agreements, etc., but stated that they were making further investigation and a definite decision would be given later. However, the Board of Commerce ceased to function a short time afterwards and no further investigations were made.

The Attorney-General through Mr. Roebuck then instituted suit against certain wholesalers of Ontario and a number of manufacturers. The judge decided that the Attorney-General had no right to bring such an action, but made no decision as to the rights or otherwise of a manufacturer to fix resale prices.

The Bill introduced into the last Ontario Legislature endeavored to give the Attorney-General this right, to prevent entirely the right of a manufacturer to fix by agreement his resale price from wholesaler to retailer or from retailer to consumer. Several objections were raised to the Bill at the time and it was decided to hold the matter over and in the meantime to secure opinions from the various parties interested. Hence the special committee and the session this week.

MR. ROEBUCK, in support of the Bill, reviewed several combine cases that had come before the court during the past twenty years. He also cited the Colgate and the Shrader cases in the United States. He claimed that the Shrader case came under the anti-combine Sherman Act of the United States and that the point in the judgment was that it was illegal to agree with a purchaser that he will not sell goods at a certain fixed price.

He then quoted from certain agreements between Canadian manufacturers and certain wholesalers. He thought that the most ironbound agreement of all was one in which the wholesaler was bound to sell at a fixed price and had to make an affidavit whenever called upon that he had lived up to the agreement in every way. There was also a second form of agreement between the same manufacturer and the wholesale trade in which the wholesaler was entitled to a rebate each six months if the price had been maintained.

"Do the railways fix their rates so that there won't be competition?" was asked by one member of the committee.

Mr. Roebuck—"The Dominion Railway Board arranges that."

Scope of the Bill

Mr. Roebuck referred to the method of the E. B. Eddy Company in selling the trade. They notify, he said, their customers of the price at which goods are to be sold to the retailer only, but there is no agreement as I understand it. The Bill as drafted would only touch resale agreements and would not, for instance, affect such an arrangement as the Eddy Company's.

"Is there any such legislation in any other province?" was asked. "No," was the answer.

E. M. Trowern—"Nor in the world?"

Mr. Roebuck—"There are in several states of the United States."

Mr. Trowern—"But not in operation."

"Could the Dominion Government enact a similar law?" he was asked.

"I don't think so," was the reply. "This is clearly a civil matter for the legislature."

Under this Bill, Mr. Roebuck stated, it would be impossible for a Montreal manufacturer, for instance, to collect a bill in Ontario if he had a re-sale agreement with the Ontario firm.

Hugh Blain—"They would send it with a Bill of Lading attached."—(Laughter).

Hon. Mr. Raney thought the big point at issue was whether the consumer and the retailer should be bound by an agreement to which they are not a party.

Mr. Ellis, of Barber Ellis, manufacturers, stated that he had been fifty years in business. Fifty years ago the business slogan was, "Business is War." To-day, however, this has been changed and the motto is, "Co-operation." He maintained that business men should co-operate more and not try to cut each other's throat. He made the point that if such a law were to come into effect in Ontario it would not affect, for instance, Manitoba, where his firm has a plant in Winnipeg. If a representative of theirs were to do anything contrary to this Act in Winnipeg a competitor of ours would come into Ontario and find us guilty of a criminal offence. He thought that was one feature that undoubtedly should be considered carefully.

Postage Stamps Could Be Cut

E. M. Trowern, secretary of Dominion Board, Retail Merchants' Association, Ottawa, made one of his characteristic fighting addresses in defence of the retail merchant and against the meddling in business affairs by men who, he claimed, knew little or nothing about them.

He asked the committee if they appreciated the number of things that the Bill, if passed, would affect. For instance, there were postage stamps. What would happen if every dealer in postage stamps were allowed to cut the price? Then there were automobiles, all of which were sold on the fixed price basis from dealer to consumer. There were sheriffs' and lawyers' fees, shoe polish, dry goods, furniture, different kinds of food products, implements, optical goods, pianos, sewing machines, typewriters, newspapers. There were also milk dealers. What would happen if the farmers were not allowed to fix the price of their milk to dealers?

Mr. Raney—"Are you in favor of the appointment of a board of some kind to regulate these prices?"

Mr. Trowern—"Yes, if the board is properly constituted and includes merchants." His suggestion was perhaps three manufacturers, three wholesalers and three retailers. Mr. Trowern maintained that in business there were perhaps three per cent. fakirs or pirates and ninety-seven per cent. endeavoring to make a fair and honest living. Included in the former were those who cut the price of one article and "soaked" the public on others.

"Without your merchants this country

(Continued on page 60)

Canadian Products In Export Markets

Possibilities Which Exist for Hardware and Other Products in the South African Market

Written for Hardware and Metal by G. PARKER WOOD, representative in South Africa of Meakins & Sons, Ltd., Hamilton, Ont.



G. PARKER WOOD

SOUTH AFRICA with an area of 473,096 square miles (not including Basutoland and Swaziland) is bigger than France, Germany, Switzerland, and Portugal put together and having a white population of over 1,400,000 with many millions of natives of many different tribes.

South Africa is quite a young country, the development has hardly seriously started, whilst the possibilities are unlimited. The total income for the year 1921 was roughly £132,000,000 derived from mining, farming, manufacturing, merchanting, etc. During 1921 the total value of exports amounted to £70,-800,508 of which gold accounted for £42,-988,731, diamonds £1,355,487, farm produce £17,723,287.

During the last twenty years, South Africa has experienced many ups and downs and trade conditions have varied considerably. As an instance, during the first quarter (January, February, March) of the present year the imports totaled £12,232,594 as compared with nearly £19,000,000 for the corresponding period last year, while the exports for the same period fell from £14,321,336 to £12,182,071, a total falling off of over £7,000,000.

The exports include ostrich feathers, wool, cotton, corn, grain, meal, Angora hair, maize, wattle bark, etc.

Want Hardware

When their possibilities are more fully recognized, South African products and industries will play an important part in the development of empire trade. There is not space enough to give even a list of the principal articles of merchandise imported but a few items can be mentioned viz: Electrical fittings, cotton piece goods, leather goods, agricultural, electrical, mining and manufacturing machinery, lubricating oils, builders and general hardware, etc., etc.

The South African parliament assembles at Cape Town, the capital is Pretoria, but the commercial hub is Johannesburg, the "Golden City", so called because it has grown up by reason of gold and it lives by gold. Unlike so many mining centres it is not likely to fade away, but is growing bigger and bigger every year, new suburbs are continually springing up. From a mining camp thirty years ago Johannesburg is to-day a magnificent city. Unfortunately during the last months we have had labor difficulties that have led up to a mad revolution. Johannesburg became engulfed in a tidal wave of blood and beer. All the forces that debase, mislead, maim, and murder, ran amok and for a few days the rabble seemed to be gaining. Much damage was done, much property destroyed and many lives needlessly lost. Johannesburg went back, back, bruteward, gutterward, slimeward, and in that midnight of feud and blood and drink and greed and lust, the clock of commerce was set back.

Revolution Settled

Fortunately the forces of right prevailed and the revolutionaries were rounded up and to-day they stand sighing, cringing, whimpering. As we see them now, they are just the type of men who resent, scorn and threaten all that tends to thrift, honesty and decency. Just a few arrogant, defiant men without reason, commonsense or restraint, led forward with satanic, idiotic impudence this revolution, the stupidest, wickedest, costliest family quarrel in the history of South Africa. Unfortunately the effect was felt in every corner of the country, almost everybody has suffered. But now in the afterglow of a bitter hard fight, with all shoulders to the wheel with energy redoubled, with gallant, confident, efficient service, progress will be natural and automatic. With our troubles apparently ended, there is reflected throughout the land a better spirit, a desire to "make good" and on every hand a move forward.

Extending Railways

The South African government is extending its railways in various parts of the country, at a cost of £4,037,629 on 21 new lines, covering 851 miles, which will mean the opening up of large agricultural districts. Johannesburg municipality has entered into an arrangement with the National Bank of South Africa Ltd., London, to float a loan of £1,000,-000 to be used in extensive improvements. This loan, an accomplished fact now, is a tangible proof of confidence in the Rand and its industrial resources. Sound banking methods are yielding the benefit of appreciating values to the mutual advantage and to the immense gain of South African interests. Visibly and rapidly we are returning to normal. Traveling over this country as we do, and seeing so plainly the turning tide, we feel justified in expressing optimism. Could we but fly to some lofty height, whence, looking down, take in this nation at a glance, in all its wide extent! Hear the roaring oceans, east and west and south, and ever and again between their mighty voices catch the murmuring of woods and streams, the ring of axes in the forest, the clang of factory bells, the crash of the battery-stamps, the hum of traffic and the shouts of playing children. See the yellowing harvest, the mountain sides veined with granite and gold and silver, see coal and iron bursting from the hills, see flocks and herds fairly burrowing in lush pastures, see fishermen drawing in the rich spoils of the sea—and always in the midst of the pervading harmony, constant and penetrating comes the call, Forward! Everybody!

It is going to be a hard, long struggle, but we are in this fight to win. We are going forward doing the best we know, and the best we can, without a break or a rest or even a doubt of the outcome.

Canada's Trade Expands During Past Six Months

THE summary of Canadian trade covering the first half of the fiscal year, issued by the Department of Customs and Excise this week, shows that up until September 30th last, Canada's trade has expanded appreciably. The fact that the increase is on her exports, while imports remain about stationary, is taken as being very encouraging. On September 30 the grand total of Canadian trade stood at $759,374,880, or $37,664,156 more than in the six months period which ended on that date last year. When comparing the figures for September of the present year with those of the same month in 1921, an increase of $13,857,005 is shown. In this month alone Canada's trade this year totalled $133,252,691 as against $119,395,-686 in 1921.

It is in export figures that the mark-

(Continued on page 64)

There's A Knack In Selling A Farmer

Still a Sticker on Prices Though Getting Better Return for His Product—Farmers on Prospect List Respond to Specials in Automobile Accessories and Such Lines—Ottawa Hardwareman Finds Good Possibilities for Sale of Bee Supplies



A natural setting has been achieved in this arrangement of Fall sporting goods by Cuzner Hardware Co., Ltd., Ottawa, Ont., through the use of cedar trees brought in from the bush. A model tent is shown, surrounded with the usual camping accoutrements of the sportsman, including vacuum bottle, flashlight, traps, ammunition, compass, axes, gun covers, hunting knives, rifle cleaners, etc.

SELLING a farmer is by no means the easiest task which confronts the hardware merchant, whose place of business is in close proximity to the provisions market, according to Willard W. Cuzner, president of the Cuzner Hardware Company, Ltd., of Ottawa, who recently discussed this phase of his business with Hardware and Metal.

"They are a hard lot to handle," he said, "and you have to handle them very judicially if you want to retain their custom." Mr. Cuzner laid special emphasis upon the fact that the average farmer is a sticker on prices. "He is at all times a bargain hunter and will very often travel from store to store in the hope of getting a certain article five cents cheaper."

Mailing Lists of Farmers

A farmers' mailing list is kept in this store and at various seasons of the year circulars are sent out calling attention to seasonal merchandise. At the beginning of the present year a circular of this nature was sent out announcing a special sale of spark plugs at 99 cents, the regular price having been $1.25. A feature of this circular was the opening remarks which were couched in the following manner:

"You may not have bought goods from us before, but just because we don't know each other is no reason why we should not get together and do business.

"Why not give us a trial? A visit to our store will convince you that our aim is to give satisfaction and good service to our patrons, and to charge reasonable prices.

"Watch our weekly specials."

Very often a gentle reminder or a suggestion contained in a business circular of this nature, will result in a sale. The educational or suggestive angle was adopted by this firm with very satisfactory results in connection with the offering of a certain make of bee hive at a popular price. Circulars were printed; some were distributed amongst the farmers on the market and others were sent out by mail. Special attention was drawn to the fact that: "There are thousands of people who not only keep bees for pleasure, but who have made it a most profitable vocation." After setting forth the sterling qualities of a certain make of bee hive, the circular went on to say: "We are in a position to take care of your needs in supplies. We carry a grade of properly made hives and fixtures at an exceedingly low price. Prompt and careful service will be given to our customers."

When the growing season opens up, this firm is right after the farmer trade again with the following appeal:

Dear Sir:—

As a grower of fruit and vegetables you will before long be in need of a good sprayer and spraying material.

Too many people postpone or overlook the importance of spraying their plants or trees. Greater production will more or less tend to increase your purchasing power.

Eliminate all possible losses caused by insects.

Destroy same. Spray freely.

To-day's Offer

Hand sprays regular 85c and $1.00 for 69c.

——— Spraying material ½ box 10c. 1 box 18c.

We also stock paris green, arsenate of lime, etc.

If you desire a particular make of sprayer, which we do not stock, upon short notice shall endeavor to procure same for you.

(Continued on page 41)

Arguments Which are Selling Stoves

Aggressive Advertising of Stoves, Ranges, Heaters, Fireplace Furnishings Bringing Results—How a Hardwareman Changed the Ideas of a Confirmed Mail Order Stove Buyer

A DISCUSSION of sales of stoves and hunting equipment at this time of year brings to mind the story of a hardwareman who recently sold a kitchen range to a man who for years had patronized mail order houses, and how this sale was brought about through an initial sale of hunting equipment.

An old farmer entered Jones' hardware stotre and asked for a package of shells, for which he paid, and after having told the proprietor that there wasn't anything else he started towards the door.

There was a double row of cooking stoves and ranges, reaching almost through the entire store and one faced the entrance. When the old fellow had reached this stove he stooped, opened the oven door and looked into the oven.

Jones who had followed him asked if he was thinking of buying a stove.

"No," said the farmer, "I got one a couple of years ago; but 'the old woman' says it's no good. She says it won't bake."

"What is the matter with it?" asked Jones.

"The oven 'leaks'," said the farmer, "at least 'the woman' says that she can't keep it hot enough to bake bread without having the draft on all the time and if she does that it gets too hot and burns the bread."

"What kind of a stove did you buy? Where did you get it?"

"I got it in ———. How much is this one?"

"One hundred dollars. What did you pay for yours?"

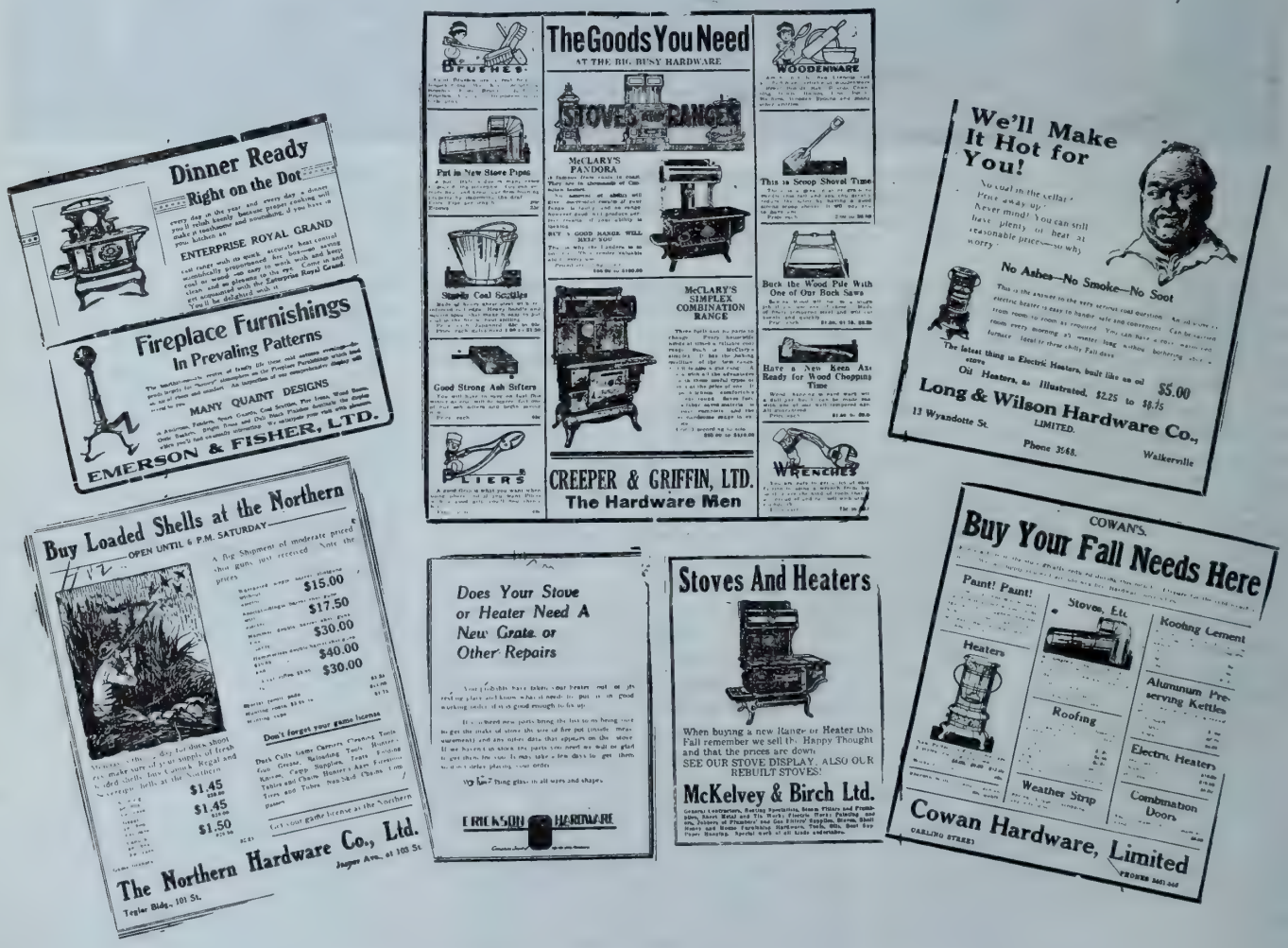
"Fifty-nine-fifty. That is an awful price to pay for a stove."

"Never mind about that. Would you like to trade your old stove off if you could get a good deal?"

Jones realized here that he had made a mistake in naming the price on his stove before he had even gotten the farmer to the point of saying that he might buy a new stove, but he made the best of the situation and that was why he suggested the trade, which at once got the farmer interested.

Then he went ahead and made a very good selling demonstration of his stove, and it is interesting to note in this connection that he carried in stock only two makes—one a cheap cast iron, the other a malleable, but each in various sizes and styles—four and six holes, with or without warming cabinet and water reservoir.

He pointed out first that the fire box in his high grade stove came in four



Group of Retail Hardwaremen's ads on stoves and sport goods.

When "The Frost is on The Pumpkin"



The week before Thanksgiving Day on November 6 offers the hardware merchant an opportunity to feature the sale of silverware, carving sets, and other such articles of table equipment for the feasting season. It is the time of year when friends do much visiting and the hostess is anxious for the table to look the best. A special Thanksgiving window such as this might be arranged making use of wheat sheaves, pumpkins and other articles of the harvest to indicate plentiful supply of foodstuffs.

pieces which fitted each other perfectly and which made it possible to replace one of them if it should be damaged in any way. The fire box in the mail order stove was in one piece.

Taking the top off he showed that there was quite an air space between the outside of the fire box and the oven, and here was where he put in his strongest argument for his stove.

"This air space," said he, "heats the sides of the oven without bringing the sides into direct contact with the hot fire box. That was where the trouble came in with your stove. The side of your oven was right up against the fire box; that was what made the sheet iron 'warp.'

"Then note the thickness of our oven sides. To be sure, it takes a bit more time to heat the oven, but once it is hot it will keep the heat so much longer, and there is much less danger of the sides 'springing' the way yours did."

But all this time, the farmer seemed uneasy and thinking of something besides what Jones was telling him, and finally he let it out.

"That may all be so, but look at your price. It is nearly twice as much as my stove cost me all laid down here."

"Sure," said Jones, "that is a fact, but just figure this out: You paid about a third less for your stove, and it is useless now—two years after you bought it. You know Jim Smith, who owns the place on the corner just beyond you. He is in town to-day. You can easily find out what he thinks of my stove. He bought one six years ago."

By good luck Jim Smith happened to pass by, and Jones called him in.

"How about it, Jim, what does Mrs. Smith think of that stove she bought from us?"

"Jim" was one of these pleasant individuals who hate to admit that anything a merchant sells them turns out absolutely satisfactory, so his reply was not just what Jones would have liked, but it gave him a chance to point out that Mrs. Smith had won a prize for the best batch of bread at the county fair the previous fall, so there couldn't be any doubt as to the baking qualities of the oven—and the stove had then seen six years' service.

Finally the farmer said that he would see what "the women" thought about it, and "maybe next time they came to town they would come in and look again."

"Oh, is Mrs. Jones in town? Why didn't you say so before? Where is she? I'll send one of the boys out and ask her to come over."

So Mrs. Jones was brought over, and it didn't take long for Jones to point out to her just where his stove was strong as compared with the one she had and didn't like.

THERE'S A KNACK IN SELLING

(Continued from page 39)

And now that the cold weather is here no opportunity has been lost to let the farmer know that the Cuzner Hardware is prepared to solve his fuel problems.

Nor has the hunting season been overlooked. As a special drawing card this firm took pains to put in a good seasonal window trim—a hunting scene, as nearly realistic as possible. A couple of cedar trees were brought in from the bush and a small tent was erected. Surrounding these was all the paraphernalia of the hunter: rifles, traps, compasses, axes, gun covers, hunting knives, thermos bottles, shot guns and rifle cleaners, etc.

Chatham Hardwareman Gets Valuable Prospect List at Local Fair

A FREE separator contest was arranged by the Willard Hardware Co., Ltd., of Chatham, Ont., in connection with the local fair. Any farmer or farmer's wife was eligible for a coupon on which they wrote their name, post office, lot no., concession, township, kind of separator and number of years in service. Of those entering 51% were men and of this number 31% had not a separator of any kind; 45% had separators under 10 years old; 13% had machines from 10 to 15 years old. The veteran was one showing 25 years. The entries included 21 makes of cream separators but 68% of the total was made up by four leading makes.

(Encouraging persons visiting a fair to give such information provides the merchant with an excellent prospect list to work on for washing machines, vacuum cleaners and all such equipment. It represents a valuable and inexpensive list at the cost of prize money.)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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Will be a 60 to 65 Per Cent. Year

A REVIEW of the iron and steel industry on this continent reveals some interesting facts notable among which is the fact that production is now again up to 70 per cent. compared with 50 per cent. during the coal strike and the most severe periods of the car shortage. Production of steel ingots this year is nearly double that of last year and taking it all through this year is regarded as a 60 to 65 per cent. year compared with 40 per cent. last year. Railways are buying equipment in better volume now than for some time, much structural steel is being used, the automobile industry is active, implement works are getting a fair start again and much construction of oil storage tanks is producing plate business to make up for that lost by lack of marine construction.

Prices are not expected to alter much for the next four months from the higher levels recently established. Labor costs are now twenty per cent. higher than in the summer months and producers still claim to be making small margin of profit. Present pig iron prices are out of proportion to steel because of the shortage caused by the blowing out of furnaces due to coal shortage. Stocks are reduced throughout the country and a continuation of 70 per cent. production into the winter is quite to be expected.

A New Era of Merchandising

THERE ARE unmistakable signs of a continually mounting ground swell in the sea of merchandising plans and ideas. This development is inexorable. It is progressing every day and retail merchants who do not "take time by the forelock" may find themselves in a perilous position.

The signs are represented by such factors as the large numbers of persons now entering into the retail hardware business thus creating more competition. The 5, 10 and 15 cent stores are showing more extensive ranges of hardware and are featuring it strongly. Other branches of retail trade are cutting in considerably on the sale of a number of profitable specialties which formerly were closely identified with hardware. Progress is being made in the establishment of chain stores. Department and mail order firms are going aggressively after business. These are but some of the signs that the merchandising of hardware is undergoing a change, that the best brains in the business are seeking more economical means of distribution. Buyers are raising a cry against the big spread between manufacturers' prices and those asked by the final distributor, and the middleman is getting the blame. Progress has already been made toward more efficient merchandising and when prices are more stable this development may proceed apace.

To hold their place in the new era of merchandising retailers will necessarily have to give close attention to buying and selling with a view to rapid stock turnovers. The big trouble to-day is that curtailed business has increased the unit overhead cost. This must be reduced by more rapid turnover at lower margins where the goods are more likely to be purchased. It has been a common thing in the past for 20 per cent. of the hardwareman's stock to be "dead" from the time it entered the store. The day is here when a great deal more than three turnovers a year must be made in the hardware trade, and in planning to meet this competition the hardware merchant has the advantages of experience, personality and close contact with buyers. What he needs is better merchandising principles, accounting methods providing a constant reference as to the condition of the business, and efficient retail salesmen to back up his effort. He will find that more attention must be concentrated on selling, and the merchant's time should be employed in planning improvements along these lines rather than taken up with work which subordinates can do.

Where Business Newspapers Assist

INCREASING appreciation of the value of the co-operation between the U. S. Department of Commerce and the editors of business newspapers was expressed by Julius Klein, director of that department, at the convention of the Associated Business Papers Inc. This sympathetic attitude has brought much intelligent assistance to the government's efforts and it is no secret that the editors so consulted are regarded as authorities.

With the changing aspect of both domestic and foreign trade the business newspaper is assuming an even more important position. The need is for specialized effort as applied to specific problems. This applies in a very real sense to export trade where much educational work must be done among business interests at home as well as abroad. Oftentimes possibilities in export markets might be so developed as to relieve acute merchandising conditions at home such for instance as the recent orgy of domestic peddling of various commodities due to shortsighted buying. The situation regarding export trade is rapidly changing. Whereas formerly it consisted largely of self selling staples it now runs more extensively to manufactured goods. Such business must be handled with thorough understanding of facts and efficient methods, hence the need for close relations with the business men through the business newspapers. In this connection Dr. Klein states "by indulging in such alliances with business paper editors, we are sending the message to the merchants and we feel that one of the most important parts of this work is our close association with editorial pages such as yours."

Brief

THAT THE deepening of the St. Lawrence waterway to allow ships from the great lakes to carry their cargoes to the seaboard without transferring would result in such economies as to allow the famer fifteen cents a bushel more for his wheat, was the statement made to the gathering of the National Conference of Business Paper Editors in New York. It is evident that with reconstruction going on gradually in Europe and the ultimate return of competition of European grain in the world's markets, that the prosperity of our farmers on this continent rests very largely in adequate transportation facilities both by rail and water. In this, therefore, the merchants of the farming communities have a very real interest.

Canadian Hardwaremen Pay Tribute To the Late James Hardy

GLOWING tribute is paid the personality and integrity of the late James Hardy of the firm of James Hardy & Son, Toronto, Secretary of the Canadian Wholesale Hardware Assn., in the following expressions from representative Canadian hardware manufacturers and wholesalers. The sudden death of Mr. Hardy at Atlantic City was dealt with in last week's issue of Hardware and Metal. The funeral from his home in Toronto was largely attended by many social and business admirers.

In the passing of James Hardy, of James Hardy & Son, Toronto, the Canadian Wholesale Hardware Association are not only losing their founder and organizer, but an official, he having been secretary since its inception, who was dearly loved and whose unbounded worth was thoroughly appreciated.

Mr. Hardy had such a vast amount of executive ability, and this, coupled with his wonderful personality, incurs by his passing, one of the greatest losses in the mercantile and financial centres of Canada, that has occurred for some time.

We, the Canadian Wholesale Hardware Association, have lost our real head, and we feel it most keenly.

T. M. BIRKETT, Ottawa.
President, Canadian Wholesale Hardware Assn.

* * * * *

It came as a great shock to me when I read of the sudden death of Mr. James Hardy. Our association has lost a valuable member and a loyal supporter. The writer has known Mr. Hardy for the past twenty years or more and suffice it to say that to come into contact with Mr. Hardy was a pleasure not soon forgotten; his personality and friendship endeared him to us all.

ALBERT J. TEAKLE,
The Herman Young Co., Reg'd., Quebec.

* * * * *

James Hardy was one of two splendid Englishmen with whom I became acquainted soon after their arrival in Canada and who continued as valued friends all through their lives. The other was the late Hon. Senator Nichols. It is a coincidence that both were accountants, both took up association work, but Mr. Nichols later became father of our electrical development and head of the Canadian General Electric Co. They never reaped the rewards for their great services to Canadian industry. Mr. Hardy and I came together on The Empire, now The Mail and Empire—he as auditor and I as financial editor. In later years, when he organized many Canadian metal industries, price fixing was one of the factors. This brought us into constant conflict over current market quotations, special discounts and other association news. His interests lay in maintaining association figures for his clients while our duty to our readers lay in giving the prices as they actually were. There were and are to-day very often great variations in the figures quoted to rival buyers. Mr. Hardy made many a trip to our office and there were many hot arguments, but he was a big man and at no time did these affect our personal relations.

In later years he began to take a more democratic view, finding that there was more to be gained by giving all the facts frankly. Shortly before his death one of the editors told me that Mr. Hardy had handed him a very confidential file for his perusal, "leaving it to him to decide what was fair." He thoroughly understood that we never opposed fair agreements on terms and prices and working arrangements that would aid and enable Canadian manufacturers to develop, and on several occasions when off duty he would express his accord with us in refusing to suppress facts or in opposing short-sighted policies, but said that in all his associations there were some very small men who could not be induced to take a broad view; who, in effect wanted tariffs, monopolies and fixed prices to make up for incompetence and bad service.

J. B. MACLEAN,
President, MacLean Publishing Co., Ltd., Toronto.

In the death of Mr. James Hardy the business community has lost one of the most upright, honorable and able men in Canada.

ROBT. HOBSON,
President The Steel Co. of Canada Ltd., Hamilton, Ont.

* * * * *

In the passing of Mr. James Hardy, Canadian business life has lost a strong pillar. He was possessed of such a wide diversity of gifts that his counsel and advice were invaluable in any business situation. His was a broad open mind that could clearly see both sides of a question and his fairness of judgment was a wonderful guide to the satisfactory solution of business problems. He was undoubtedly one of the most widely known men in the country coming into contact as he did with all branches of commercial life, and possessing a wonderfully kind disposition numbered his friends by the thousands. His mind retained what was vital in the last thirty or more years of Canada's commercial life and in the discussion of problems, his memory could be counted on to furnish "what had transpired before" and, therefore, with his passing a gap is left which will be almost impossible to fill. His public service was not confined to his own country for in a great many instances he was called by business interests in the U. S. to "come over to Macedonia" and help them.

It was touching indeed at Atlantic City to receive from his American friends by the hundred, sincere tributes to his worth and regrets at his passing which was an evidence of his wide friendships and the wonderful regard in which he was held by all people.

S. H. ALEXANDER,
Wood, Alexander & James, Hamilton, Ontario.

* * * * *

The life of James Hardy was doubtless shortened by the hard work he undertook in the interests of his clients. He was a great help to the jobbers, manufacturers and bankers. He was the captain of the commercial fleet, and sailed it successfully through heavy storms and kept it from many a wreck. Several times he must have strained his strong constitution in bringing what he had in mind to a successful conclusion, but he generally carried his ideas through, and being a fair fighter, the losing side always held him in respect and admiration.

A. F. HATCH,
Canada Steel Goods Co., Hamilton, Ont.

* * * * *

It was with deep regret that I learned of the death of my old friend, Mr. James Hardy, as my association with him goes back many years to the early days of Jenkins & Hardy, as secretaries of various trade associations that they and I were connected with.

I can only bear testimony to the strict impartiality displayed at all times by Mr. Hardy, and his desire at all times to do what was right and equitable, and though of late years I have not met him in his official capacity, I know he continued the policy of being fair and just to all.

With many others I shall miss his good fellowship and genial ways.

WM. McMASTER,
Montreal.

(Continued on Page 55.)

Events in the Trade

NEW STORE

Montreal.—Lambert Hardware Co., 2552 St. Hubert St., is building a new $20,000 store.

John R. McMullen has opened a new hardware store in Truro, N. S., under the firm name of McMullen Hardware.

BUSINESS CHANGES

Dresden, Ont.—W. J. Jeffs hardware merchant has been succeeded by Sharpe Bros.

Coatsworth, Ont.—W. F. Beattie hardware merchant has been succeeded by John Goodison.

ONTARIO INCORPORATIONS

E. Evans Co. Ltd., head office Toronto, capital $40,000, to manufacture hardware specialties and novelties.

PERSONAL

W. D. Shambrook, Duro Aluminum Ltd., Hamilton, Ont., has returned after a trip throughout Western Canada calling on the firm's representatives.

J. A. E. Bureau, of Richardson & Bureau, Montreal, left this week on a trip through the western provinces to the coast. Mr. Bureau will be away for a period of six weeks.

M. C. Hermann, representing the Aluminum Goods Mfg. Co., Manitowoc, Wis., visited their Canadian representatives in Montreal last week.

W. S. Fallis, vice-president and managing director Sherwin-Williams Co. of Canada, and W. J. Delaney, advertising manager, left Montreal this week to attend their Western Canada sales convention to be held in Winnipeg on October 31st, November 1st and 2nd.

Stanley Baldwin who, it is said, may become chancellor of the British exchequer in Bonar Law's cabinet, was, until he became prominent in the Conservative party, a director of the Baldwin Company, which controls steel plants in Canada and South Wales. He resigned his directorship when he took office, so that his interests in the company today are purely financial.

CANADIANS AT NATIONAL HARDWARE ASS'N CONVENTION

The following Canadian wholesale hardwaremen and manufacturers attended the twenty-eighth annual convention of the National Hardware Association of the United States at Atlantic City, N. J., October 17 to 20:—Thos. Birkett, Ottawa, President, Canadian Wholesale Hardware Ass'n; Colonel Robert Starke, Starke-Seybold Co., Montreal; Gordon Seybold, Starke-Seybold Co., Montreal; A. E. Gilverson, Rice Lewis & Son Co., Toronto; W. J. Lawson, Rice Lewis & Son. Co., Toronto; T. B. Williamson, H. S. Howland & Sons Co.; S. H. Alexander and Mr. Fleming, Wood, Alexander & James, Hamilton, Ont.; C. S. Whitwam, Hobbs Hardware Co., London, Ont.; the late James Hardy, secretary of the Canadian Wholesale Hardware Ass'n., whose death was announced in last week's issue of Hardware and Metal; Colonel Arthur Hatch, Canada Steel Goods Co., Hamilton; Geo. Spence, The Steel Co. of Canada, Hamilton; Geo. Griffith, B. Greening Wire Co., Hamilton; H. G. Wright, president E. T. Wright Co., Hamilton; C. H. McGhie, Welland Vale Mfg. Co., St Catharines, Ont.; G. D. Davies and H. L. Southall of Hardware and Metal.

QUEBEC HARDWARE PARTNERSHIP DISSOLVED

Of interest to the trade, especially in Eastern Canada, is the announcement that the Herman Young Co., reg'd., wholesale hardware merchants of Quebec City, has been dissolved by mutual consent. Upon the retirement of Herman Young the total assets of the company are acquired by A. J. Teakle, former partner and the business will be carried on under the same name and address.

The firm was established by Mr. Young's father in 1854 as a retail store. After the death of Mr. Young, Sr., it was conducted under the partnership of Herman Young and Jas. Young, until 1910, when the latter withdrew and Mr. Teakle was admitted as a partner.

Mr. Teakle's connection with the firm covers a period of 34 years, and commencing as a junior clerk he worked his way to manager, the position he held prior to the partnership arrangement in 1910. During this time he has seen the business grow from a small retail establishment to its present standing.

After continued growth as a wholesale and retail store it was decided to conduct only a wholesale business, and it was in September, 1921, that establishment under its present status took place.



A. J. TEAKLE
Former partner in the wholesale hardware business of Herman Young Co., Quebec City, who has now acquired the total assets of the company.

MARITIME WHOLESALERS MEET

Halifax, N. S.—The quarterly meeting of the Executive of the Maritime Wholesale Hardware Dealers Association was held in the Board of Trade rooms. St. John and Halifax hardware firms were represented at the meeting, which dealt with routine business.

Those from St. John were J. F. Tilton, of the W. H. Thorne and Company; R. M. Bartsch, of the S. Haywood Company; T. D. MacAvity, of T. MacAvity and Sons. J. S. Neil, of J. S. Neil and Son, Fredericton, N. B., was also present.

HARDWAREMAN VICTIM OF BOGUS CHECK ARTIST

Thomas H. Boyd, hardware merchant, 2252 Queen Street east, Toronto, is minus a fire basket and $23.75 in cash. All that he has to show for the utensil and the money is a bank check for $29.75 signed or printed by a corporation that does not exist, except in fancy, and marked "accepted" by means of a spurious stamp. The bit of "official" paper, obtained Mr. Boyd knows not how or where, is payable to one Harvey Lang, and endorsed by "Harvey Lang, Munro Park." The Munro Park number given does represent a house, but nobody there knows Harvey Lang.

It's the old, old story: A well-dressed man of thirty-two or so motored up to Boyd's store. The stranger entered, said he was Harvey Lang, and had met Boyd before, etc. Lang made a purchase and produced the check in payment.

Mr. Boyd did his banking in the usual way. The date was October 11th. In due course, although the shock was sudden when it came, the check was returned by the bank on which it was drawn. Harvey Lang was without an account there, etc.

NEW INDUSTRY IN FORT WILLIAM

Fort William, Ont.—A new industry has commenced operation in Fort William. The buildings once occupied by the National Tube Company on Montreal street, west, Fort William are now housing a manufacturing enterprise known as the Swanson Iron Works, whose specialty is the fabrication of ornamental gates and fencing, and the manufacture of all classes of structural iron work, and general repairs.

Mr Swanson, head of the new firm, is well known at the head of the lakes as an artisan in the working of iron, having been connected with the Port Arthur Structural Iron Works and later in business for himself under the firm name of Swanson and Peterson.

SECOND ANNUAL INTERNATIONAL SALES CONVENTION OF HOOVER SUCTION SWEEPER CO.

The second annual international sales convention of the Hoover Suction Sweeper Company was held for a week near North Canton, Ohio. Here, on the Hoover farm several miles from city and factory distractions, were gathered nearly two hundred of the organization's sales force and officials, representatives from America, Canada, England, Holland and Switzerland. The personnel included sales, advertising, service and engineering officials, district and divisional sales managers, American and foreign, and a number of salesmen who had in the past year exceeded their fixed sales quota and "delivered the Blue Vase" symbolic of great achievement.

The convention site lay in a grove of shady trees where sleeping quarters were afforded the delegates by means of a number of small tents. Meals were served in a large tent and another canvas edifice provided place for the real business of the conference. In this last tent sessions were held both morning and afternoon, sessions devoted exclusively to the study of methods designed to increase Hoover sales. Qualified sales instructors and officials led the meetings and every moment was fruitful and instructive to the assembly.

Western Canada News

D. D. Farmer, hardware merchant of Troucha, Alta., was a Calgary visitor during the week.

Len. Smith, of the Blackie Hardware, Blackie, Alta., spent a day in Calgary calling on the hardware jobbers.

The Minor Hardware and Motor Co., Ltd., has been incorporated at Abbey, Sask.

C. B. Phillips has sold his hardware business at Rosetown, Sask., to Graham Bros.

The Standard Stove, Range and Furnace Repair and Sheet Metal Works has been organized at Vancouver with John L. Dionne as the principal shareholder.

Vancouver.—The Jamieson Engineering Co. has been incorporated at Victoria with capital of $50,000. Head office will be located in this city.

The Burrard Iron Works, Vancouver, has taken out a permit for the erection of a two storey brick and tile workshop to cost $8,000.

T. E. Yuill, manager of the Calgary branch of The J. H. Ashdown Hardware Co., Ltd., has just returned from a week's visit to head office at Winnipeg.

W. S. Fisher, president of the Enterprise Foundry Co., of St. John, N. B., and past-president of the Canadian Manufacturers' Association, is on the coast on a business trip.

Le Roy Smith, secretary of the California Retail Hardware and Implement Association, San Francisco, California, spent a few days in Winnipeg on a pleasure trip.

Vancouver.—The foundry and machine shop of Letson and Burpee, 172 Alexander Street, was damaged by fire to the extent of $10,000, all of which is covered by insurance. The foundry and pattern shop were badly gutted. D. A. McIntosh, the manager, announces that the burned portion will be rebuilt immediately.

L. C. Goebel has commenced a hardware business at Kamsack, Sask.

The marriage of Miss Dorothy Dowding to Frederic Leslie Sara, manufacturers' agent of Calgary, Alta., took place on Saturday.

Harry Rushton, buyer for J. A. Thompson, Locanville, Sask., was a caller at the J. H. Ashdown Hardware Company.

J. L. Hoult, sales manager, the Standard Chemical Company, Limited, Montreal, was on a business trip to the Winnipeg branch office.

J. H. Flack, supervisor of sales for the Thos. Davidson Manufacturing Co., Ltd., of Montreal, spent a few days of this week in Calgary and district.

Valentine Quinn, manager of the Granby Consolidated Mining and Smelting Company, Vancouver, stated that one-third of British Columbia's copper production is steadily going to Germany.

Vancouver.—"Buyers week" has been definitely set for next February at the same time as the convention of the Associated Boards of Trade of B. C. Details are in the hands of a committee of the whloesale bureau of the board of trade which is behind the move.

Bissett & Webb, Limited, hardware brokers, Winnipeg, have leased the Ashdown Building, conveniently located in the wholesale district, at the foot of James Ave., two blocks off Main Street. This building is on the C. N. R. transfer track, and is of reinforced concrete construction.

Among the visitors to Vancouver this week were A. T. Diplock, general sales manager the Steel Company of Canada, who installed Stuart R. Kell as B. C. manager in place of W. F. Irwin, who has been transferred to Winnipeg. Mr. Kell was introduced to the trade by Messrs. Irwin and Diplock.

"If We Could Hold All Our Customers"

Every hardwareman knows what it would mean to his business if he only lost customers by death or removal from the district or other such unavoidable cause.

BUT- ***one of the big causes of business failure to-day is the loss of customers through avoidable causes, An article peculiarly fitting to the hardwareman's case will appear in next week's issue of HARDWARE and METAL. Be sure to read it. It will help stop some leakages of business in your store.***

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

Re New Immigration Policy for Canada.

Editor of Hardware & Metal,
Toronto.

What do you think of the above policy discovered by our Dominion Government? In the opinion of the writer, and I am confident that 99 per cent. of the retailers throughout Canada, if they give it a thought, figure it a joke.

Can you tell me of what use it is to bring in immigrants only to lose them again?—and to lose more each succeeding year?

What our Government needs to do is to devise some scheme to retain the people we have in Canada before bringing in others.

It is no doubt true that a flow of immigrants would help steamship companies and railroads, but what is to become of them after they land? Go on the land, you say. Why 75 per cent. of the farmers want, or will be compelled to quit the farm. Why? Because farming cannot be made to pay.

There should be a general stock-taking of the overhead expense in the running of Canada, and you will need no commission either to get the information. The employees alone, drawing pay are at least 50 per cent. too many.

A station agent claimed that in one week, with only two trains a week, 24 inspectors passed through going or coming.

Another party told me that he was in a creamery east of Edmonton and while there a scale inspector, a sanitary inspector, a creamery inspector and a cream inspector called.

Again we are informed that it costs $1,600 to disburse a $2,500 soldier loan.

To get back to the new immigration policy, I venture to say that it will cost the country $1,000 per head to bring immigrants to Canada.

There are millions of tons of anthracite coal west of Edmonton, about 65 miles from Brule on the Transcontinental Railroad, and the East had to bring coal from Wales.

Is it any wonder that we Westerners sometimes want to cut the line at the Great Lakes, and I am of the opinion that the East will never make up until some move in that direction is made.

Thanking you for space in your valued paper, and hoping to hear from some more Western Hardware Dealers. Yours truly,

L. C. PORTEOUS,

Grande Prairie, Alta.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

STUMP PULLERS

Hugh Sherk & Son, Ridgeway. Ont.—We are desirous of obtaining a stump puller. Would you kindly advise us accordingly?

Answer.—The A. J. Kirstin Canadian Co., of Sault Ste. Marie, Ontario.

WHITE MOP WRINGER

White's Limited, Collingwood, Ontario.—Will you forward us the address of the White Mop Wringer Company, of Canada?

Answer.—This firm is located at Paris, Ont. This is their Canadian factory. The head office is at Fultonville, N.Y.

ICE PLOWS

S. McIntyre, Hardware, Durham, Ont.—Could you give us the address of a firm handling ice plows?

Answer.—The Robert Donaldson & Sons, Montreal, Que.

WOODEN PIPES

J. L. Demers, Thetford Mines, Que.—Can you supply us with the name of a manufacturer of wooden pipes?

Answer.—The Dominion Wood Pipe Co., New Westminster, B. C.; The Vancouver Wood Pipe & Tank Co., Vancouver, B.C.

ROTARY VENTILATORS

Taylor Bros., Ltd., Carleton Place, Ont.—Kindly advise us the makers of ventilators, which create a vacuum inside.

Answer.—B. F. Sturtevant Co. of Canada, Ltd., Galt, Ont.; Canadian Blower & Forge Co., Ltd., Kitchener, Ont.; Canadian Sirocco Co., Ltd., Windsor, Ont.; Sheldons, Ltd., Galt, Ont.; H. H. Robertson Co., Ltd., Sarnia, Ont.

ELECTRIC FLOOR POLISHERS

Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—Kindly give us the name of the manufacturer of an electric floor polisher.

Answer.—The A. D. Fisher Mfg. Co., Toronto; The Canadian Floor Waxer & Polisher Co., Ltd., 666A Yonge St., Toronto.

GIANT WIRE STRETCHERS

Martin, Finlayson & Mather, Ltd., wholesale hardware, Vancouver, B. C.—Please inform us who are the makers of "Giant" and "Little Giant" wire stretchers.

Answer.—The Richards-Wilcox Canadian Co., Ltd., London, Ont.

SCREW HOOKS AND EYES

Messrs. R. T. Holman, Ltd., Summerside, P.E.I.—Kindly state who manufactures screw hooks and screw eyes.

Answer.—The Steel Company of Canada, Ltd., Hamilton, Ont.; The Canada Steel Goods, Ltd., Hamilton, Ont.; The Canada Foundries & Forgings, Ltd., Brockville, Ont.; Mesrs. Taylor Forbes, Ltd., Guelph, Ont.

ONE MINUTE WASHER

Brown & Newell, Aylmer, Ont.—Please inform us where we can obtain repairs for the One Minute washer.

Answer.—The One Minute Mfg. Co., Newton, Iowa, U.S.A.

NATIONAL CREAM SEPARATOR

Messrs. Bonthron & Drysdale, Hensall, Ont.—Kindly advise us where we can get repairs for the National cream separator.

Answer.—The National Dairy Machine Co., Goshen, Indiana, U.S.A.

BICYCLES

Rose's Hardware, Hamilton, Ont.—Kindly advise us where we can secure a line of bicycles.

Answer.—The Iver Johnson Arms & Cycle Works, Fitchburg, Mass.; Hyslop Bros., Ltd., 12 Shuter St., Toronto; The Planet Bicycle Co. of Toronto; The Berlin & Racycle Mfg. Co., Ltd., Kitchener, Ont.; Canada Cycle & Motor Co., Weston, Ont.

CHAMBERLAIN WEATHER STRIP

G. A. Stabley Hardware Company, Lucan, Ont.—Can you please inform me where we can secure the Chamberlain weather strip?

Answer.—The Chamberlain Weatherstrip Company, 598 Yonge Street, Toronto, Ontario.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

HELPING THE DEALER SELL

Messrs. Smith and Hemenway Co., Inc., of New York City, are distributing a new booklet to the trade entitled "Helping the Hardware Dealer Sell." This booklet deals more specifically with their line of Red Devil tools, but it also contains a number of other practical sugestions. The subjects covered in this book include: Making your windows work; Advertising your store by mail; Sales ideas for hardware dealers; newspaper advertising pays, and numerous other paragraphs, calling attention to the different methods which can be applied for merchandising tools. Copies will be supplied on request to the above manufacturers.

NEW WILLIAMS CATALOGUE

J. H. Williams & Co., Ltd., of St. Catharines, with export office at New York City, have ready for distribution a new and complete export catalogue, showing their lines of drop-forged specialties. These include hand hammers of all kinds, nail, machinists, tinners, riveting, plow, blacksmiths—and the following wrenches: Stillson (wood and steel handle patterns) screw or monkey wrenches (3 patterns), automobile and bicycle wrenches and adjustable "S" wrenches. The book is well illustrated and gives full particulars such as dimensions and list prices. Copy will be furnished on request to above manufacturers.

Twenty Years Ago

Following items reproduced from issues of Hardware and Metal of October, 1902:

"It is now stated as a positive fact that the Gurney Company will locate works at Toronto Junction."

"Incorporation has been granted John McPherson Taylor, of Guelph; George D. Forbes, of Hespeler, and Adam Taylor, Emma Taylor and Jas. S. Taylor, of Guelph, to manufacture hardware, radiators, boilers, etc., under the name The Taylor-Forbes Co., Ltd., with capital of $300,000."

"H. S. Chestnut, of the firm of R. Chestnut & Sons, Fredericton, N.B., was united in marriage September 24 with Miss Annie Isabette, B.A., eldest daughter of Deputy Provincial Secretary R. W. L. Tibbitts."

"J. B. Skelton, who has for some time been in charge of the hardware department of J. W. Shields' general store, Grand Valley, Ont., has taken charge of a hardware business in Palmerston formerly carried on by Mr. Lynch. Before his departure the citizens of Grand Valley held a dance in his honor and presented him with an address and a gold watch and chain."

"Kirkham & Stewart hardware merchants, Lethbridge, Alta., have dissolved partnership, D. Stewart continues."

"Elias H. Lyons, of New York, died suddenly in that city. He was for a number of years with M. & L. Samuel Benjamin & Co., Toronto. He leaves two brothers, Mr. Abraham Lyons, of Lyons & Marks, Toronto, and J. Lyons, of Sydney Sheppard & Co., Buffalo."

"J. E. Elliott, of the firm of McLennan McFeely & Co., wholesale hardware firm, of Vancouver, B. C., was in Montreal this week en route to New York. A number of his old friends in the trade called upon him at the Windsor Hotel and exchanged experiences extending into the dim and misty past."

"J. L. McAvity has purchased the iron foundry business of McLean & Holt, City Road, St. John, N.B."



THE trend of hardware prices continues in an upward direction, another heavy budget of advances being recorded this week. Manufactured cotton products supply one of the feature changes in this direction, higher quotations being in effect on cotton rope, sash cord, cotton clothes lines, awning cord, seine twines, candlewick and cotton wrapping twine. Turpentine continues to feature with two separate advances within the past few days, thus establishing a new high record price for the season. Other lines on increased price levels include, all grades of solder, lead sheets, and the Mephisto line of auger and car bits.

GASOLINE leads the current reductions with the third decline in as many weeks. Yale padlocks also appear with a price revision, some of the lines being reduced. Other hardware lines on easier levels include Redlich wood faucets and new list prices on Starr ice skates. Ingot metals continue to display strength, tin, lead and spelter featuring in this respect with slight advances in certain quarters. Wrought piping remains on a firm basis, a further advance on American markets being recorded.

IN THE steel situation it is noted that consumers are generally doing little buying except for prompt delivery. The effect of this changed policy is becoming marked, prices and supplies of finished steel in primary centres working towards easier conditions during the last few weeks. Transportation difficulties in some quarters promise to continue, but the fuel situation is steadily more favorable to buyers. The domestic bar product market is steady, with steel lines in general responding to the raw material trend.

IN CERTAIN quarters it is pointed out that the seasonably mild weather that has prevailed has retarded to some extent the movement of winter lines. Reports from wholesale centres indicate that buying of fall needs has been fair, the volume of trade, however, recently showing steady improvement. More activity is looked for with the arrival of colder weather, combined with the stimulus of holiday anticipations. Booking of Christmas lines including plated ware, carvers, cutlery, safety razors, clocks and companion articles, is generally good and shows a decided improvement over this period of last year.

Montreal, Que.

MONTREAL, Oct. 26.—An outstanding feature of the weekly hardware markets is the general advance in quotations on cotton goods, including cotton rope, sash cord, clothes lines, awning cord and wrapping twine. Seine twine is also increased three cents per pound. Continued strength in the undertone of the market for lead products resulted in higher prices on solders and lead sheets. Agricultural wrenches are also advanced, and radiator valves are increased in price through a revision in discounts. Ingot metals continue to display a firm market tone, and tin, lead and spelter are quoted higher on the local market.

A price decline of twenty-five cents on all gauges of galvanized sheets is quoted by some firms. Yale padlocks show a price revision, some of the lines being reduced. Wrought pipe remains very firm in tone, a further advance on American markets being recently recorded.

TENDENCY IN COTTON REFLECTS ON ROPE

Montreal.

The strengthening tendency noted in raw cotton circles during recent weeks is now reflected on cotton rope and other products. Rope is advanced three cents per pound, and following are revised quotations:

COTTON ROPE—

3/16 dia.	0 45 per lb.
1/4" and up	0 44 per lb.

REVISED DISCOUNT ON RADIATOR VALVES

Montreal.

Through a revision in discounts, radiator valves, both standard and with removable disc, are increased in price approximately ten per cent. The discount is now 54 per cent., formerly being 58 per cent. In the list of compression goods a few other lines of brass valves are slightly higher, although the standard line remains at former quotations.

Following are prevailing discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	54%
Do., removable discs	54%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	5%
Jenkins iron body, gate	25%

AGRICULTURAL WRENCHES NOW QUOTED AT FIFTY OFF

Montreal.

Through a revision in discounts agricultural wrenches show a slight increase in prices. These are now quoted at 50 per cent. off, former discount being 50 and 2½ per cent.

SASH CORD ALSO ADVANCED IN PRICE

Montreal.

Newer high prices are now quoted on sash cord, revised quotations being three cents higher than formerly. Following are present price levels:

SASH CORD—	per lb.
No. 6	0 60
No. 7	0 59
No. 8 and up	0 58

LITTLE CHANGE RECORDED IN SCRAP MARKET

Montreal.

There is little or no change to report in the waste material market, prices remaining nominally unchanged, and activity now described as limited. Insofar as iron and steel scrap is concerned the improved situation in pig iron is pointed out as having a tendency to check any great movement. Non-ferrous metals are quieter after the temporary improved showing in past months, and dealers report only a hand-to-mouth business. Scrap rubber is very dull, and following are average dealers' buying quotations:

SCRAP—	
Automobile Tires	0 50
Rubber Shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11½
Wrought iron, R. Rd., No. 1 per gr. ton.	10 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 to 10 00
No. 2 busheling	8 00
Boiler plate	8 00 to 9 00
No 1 machinery cast	20 00 22 00

NO CHANGE IN COTTON WASTE QUOTATIONS

Montreal.

Notwithstanding higher quotations are announced on practically all other cotton goods, prices on cotton wastes remain unchanged. Dealers state that the undertone of the market is undoubtedly firmer, but it is altogether likely that no revision will be made until later on in the year. Current trade is said to be quite seasonal, and following are prevailing prices:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

STEADY TONE IN SOIL PIPE AND FITTINGS

Montreal.

Soil pipe and fittings remain at unchanged discounts with the undertone of the market continuing fairly firm. Manufacturers, however, now anticipate a steady market as the strong tendency, while still present to a degree, is not as marked as in previous weeks owing to an improved situation in the coal and pig iron markets. Demand for both pipe and fittings is good, and is keeping up remarkably well notwithstanding the advancing season. Present quotations are as follows:

SOIL PIPE—	
2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

AWNING CORD NOW HIGHER IN PRICE

Montreal.

In line with other cotton goods, awning cord prices are advanced, and following are new prices: No. 3½ $2.70 per doz.; No. 4 $3.60 and No. 4½ $5.00 per dozen hanks.

ADVANCED QUOTATIONS ON COTTON CLOTHES LINES

Montreal.

Cotton clothes lines in the various lengths are advanced in price, the increase being about five per cent. Following are new prices:

CLOTHES LINES—	Per Doz.
30 ft. hanks	$2 30
40 ft. hanks	2 85
48 ft. hanks	3 45
60 ft. hanks	4 30

GALVANIZED SHEETS LOWER IN SOME QUARTERS

Montreal.

The expected revision in galvanized sheet prices is now announced by certain local distributors who are quoting all gauges at twenty-five cents per 100 lbs. lower than former figures. This change is made in face of a fairly firm undertone in the market, as outlined in previous issues, and is due to more ample supplies available and a stock accumulation in some quarters. To strengthen the tendency in these products the close of navigation is again pointed out as a strong factor to be considered in future, and in the opinion of local dealers, any further decline, if any, will be very gradual.

Imports from overseas are arriving and between now and the close of navigation regular shipments are expected. Black sheets are unchanged with a range still noted among jobbing circles. Average quotations are the following:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 75
26 gauge	6 75	7 50
24 gauge	6 15	6 90
22 gauge	5 80	6 55
18—20 gauge	5 10	5 85
Other Brands—		
10¾ oz	6 75	7 50
28 U. S. gauge	6 35	7 10
26 U. S. gauge	6 05	6 80
24 gauge	5 90	6 65
2 gauge	5 90	6 65
18—20 gauge	5 75	6 50
16 gauge	5 60	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

SEINE TWINE THREE CENTS PER POUND HIGHER

Montreal.

Seine twine in all sizes shows a price advance of three cents per pound.

BAR PRODUCTS MARKET DISPLAYS STEADY TONE

Montreal.

A steady market tone now prevails in iron and steel bar products, and notwithstanding a decidedly easier trend in the pig iron markets, any recession in the prices of finished products is not though to be in line, for the present at least. As far as local price levels are concerned it is realized that these are lower than in other domestic market centres, and on closer margin with mill prices. Thus while keen competition is undoubtedly responsible for this it is not likely that distributors will announce a recession in face of a steady tone in production circles. Business in general is reported as seasonal, this month and November usually bringing an improved buying movement over the previous summer period. The absence of larger construction work, however, is still felt. Following are quotations for average sized inquiries:

IRON AND STEEL—		
Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

TEN PER CENT. ADVANCE IN "MEPHISTO" BITS

Montreal.

An advance of ten per cent. is made in quotations on "Mephisto" auger bits. Auger and car bits are now quoted at net list, electricians and expensive at plus ten per cent.

HIGHER WROUGHT PIPE ON PRIMARY MARKETS

Montreal.

In describing the firm tone still noted in the wrought iron and steel pipe market, local mills point to the recent advance in American mill prices, steel piping having been further advanced four dollars per ton. This stronger tendency has continued in this product notwithstanding the revision in August last when all sizes were brought to higher levels. A strong factor in the market has been the good demand which has continued all through the summer and fall months, the call at the present time said to be well up to expectations. Local mills are gradually improving the delivery question, but they are still in the midst of an active season. Quotations are firm at list No. 56.

COTTON TWINE ADVANCED TWO CENTS PER POUND

Montreal.

An advance of two cents per lb. is recorded in cotton twine, both in balls and cones. Following are new prices:

COTTON TWINE—	Per lb.
3 ply in balls	0 52
3 ply in cones	0 50
4 ply in balls	0 55
4 ply in cones	0 53

YALE PADLOCK PRICES UNDER REVISION

Montreal.

Manufacturers of Yale padlocks announce a revision in prices, certain lines being lower in price while others show little if any change. Following are a few of the numbers with reduced prices: Nos. 823, 833, 843, 853, and 863.

LEAD SHEETS & SOLDERS AT NEW HIGHER PRICES

Montreal.

Higher quotations are now announced on all grades of solder and all weights of lead sheets, the firmer tone in metals in primary markets reflecting on these products. Lead sheets are advanced one-half cent per lb., while solders are one cent higher throughout. Virgin metals continue in a strong position, spelter and lead showing steady gains during the past week, while tin closely follows. Although other lead and zinc products remain at former figures, there is a very firm undertone evident in the market in general. Following are revised quotations:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs. sq. ft., lb.	0 11
Load sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs. sq. ft., lb.	0 10
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 23
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

HEATING SYSTEMS STILL ON ACTIVE MOVEMENT

Montreal.

Manufacturers of hot water and steam boilers, radiators, also stoves and heaters, are still enjoying an active demand for their products. Although the season is advancing, stoves are selling in particularly good volume, and a brisk trade well into next month is now anticipated. With regard to heating systems, new construction work is still making progress and the outlook in this respect appears promising for later months. There is still a firm tendency in the market generally, the recent easier trend in pig iron only having an indirect bearing on the manufacture of these products up to the present. Manufacturers were naturally fairly well supplied in anticipation of the active season, and other basic costs are yet on a high plane.

ADVANCED PRICES IN MANY INGOT METALS

Montreal.

Metals generally are firm in tone, copper appearing to be the only metal neglected. There is a considerable buying movement in other lines on all markets, and while present figures may appear high it is thought probable that even higher prices may be seen.

TIN.—This metal has advanced in London with heavy transactions, and there is evidently great interest being taken. The advance is considered more or less artificial, but it can likely be maintained for some time yet. Local market is firm at 40 cents.

COPPER.—There is no particular improvement in this metal, but the decline has at least been arrested and the market is a little steadier. Producers are somewhat firmer in their ideas, but export business is still light and until this improves there is little likelihood of any great advance. Quotations are unchanged at 17¾ cts. for electro, 17½ cts. for casting.

LEAD.—London has been very firm during the past week and prices there touched a new high for the year. The American market is also firm and the outlook would seem to promise higher prices. Quotation locally is advanced to 7¾ cents.

SPELTER.—Spelter shows surprising strength in London and there have been inquiries for export from the U. S. which has a firming tendency on American markets. East St. Louis is quoted at over 7 cents, which represents an advance of over 60 per cent. in the past three or four months. Local market strong at 9½ cents.

ANTIMONY.—Offerings from China are somewhat higher in price, and a general improvement is looked for in this metal. Supplies locally are scarce and the market is firm at 7¼ cents for Chinese and 7¾ cents for high grade English.

ALUMINUM.—There is very little change in aluminum either locally or on outside markets, and price remains at 22 cents.

Toronto, Ont.

TORONTO, Oct. 26.—The price advances on manufactured cotton products supply one of the premier market developments this week. Cotton rope, sash cord, cotton clothes lines, awning cord in white and drab, seine twines, candle wick and cotton wrapping twines all reflect the upward trend of raw cotton in varying extent. As foreshadowed in last week's report, all grades of solder are quoted higher.

Gasoline appears with the third decline in as many weeks, another reduction of one cent per gallon being in effect this week. Wrought piping is on a distinctly firm trend, with some advances having been recorded in primary markets. Steel lines respond more closely to the raw material conditions.

GASOLINE PRICE AGAIN REDUCED TO 31 CENTS

Toronto.

Another reduction in the price of gasoline brings the average local quotation to 31 cents. The decline is again to the extent of one cent per gallon, this being the third reduction of this nature having been recorded in as many weeks. This condition is ascribed to weakness in primary markets combined with a falling off in the volume of consumption. The current demand for coal oil is brisk and while the price situation of this product remains firm, no revisions have been made.

HIGHER QUOTATIONS NOW IN EFFECT ON SOLDERS

Toronto.

As foreshadowed in last week's issue of Hardware and Metal, an advance has now developed in solder prices. The extent of the increase is one cent per pound on the various grades of commercial, strictly and wiping solder. The quotation on wire solder of thirty cents per lb., remains unchanged. This movement is generally attributed to the steady upward climb of primary metal costs, tin being slightly higher with spelter distinctly gaining. While varying fluctuations have occurred in the virgin metal markets, manufacturers of solders and lead goods generally point out that the gradual improvement has strengthened the raw material situation. Following are revised quotations:

LEAD AND ZINC GOODS—	
Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 30
Do., strictly, lb.	0 23½
Do., wiping, lb.	0 22
Do., guaranteed, lb.	0 25
Do., commercial, lb.	0 22
Zinc shets, per lb.	0 11 0 12

EAVESTROUGH BUSINESS IN FAIR VOLUME

Toronto.

Current trade in eavestrough and conductor piping is still described as fairly good for this time of the year, although the brisk movement noted during recent weeks is now subsiding somewhat with the advent of colder weather and the consequent recession in building activity. The tone of the market remains fairly firm, although the current decline in

flat galvanized sheets is expected by some to reflect in the market for the finished products in the near future. There has been no further change since the last revision in discounts on trough and pipe. Prevailing quotations follow:

TROUGH (Eave)—			
O. G. Square Bead—	Per 100 ft.		Per 100 ft.
8 inch	$15 90	15 inch	$28 80
10 inch	17 70	18 inch	36 80
12 inch	21 20		
O. G. Round and Half Round—			
8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		
Less 70 per cent.			
PIPE (Conductor)			
Plain, round or corrugated.	Per 10 ft. in 10 ft. lengths.		
2 in., in 10 ft. lengths, list	18 40		
3 in. in 10 ft. lengths, list	22 30		
4 in. in 10 ft. lengths, list	29 60		
5 in. in 10 ft. lengths, list	40 00		
6 in. in 10 ft. lengths, list	49 00		
Less 70 per cen.			
CONDUCTOR ELBOWS—			
Plai, round or round corrugated:			
2 inch, list	5 25		
3 inch, list	6 00		
4 inch, list	10 50		
5 inch, list	24 00		
6 inch, list	29 00		
Less 60 per cent.			

MODERATE ACTIVITY IN LOCAL STEEL TRADE

Toronto.

Steel markets during the past weeks are reported moderately quiet, but on the whole current business has been well up to expectations. The prolonged favorable weather is described as an assisting factor in some directions. The viewpoint is expressed that no general price changes are anticipated, local quotations being fairly steady and at unchanged levels. Present indications are that this trend will remain in evidence during ensuing weeks. The opinion is generally held, however, that the upward price movement is over for the present and while a fair amount of activity is mostly recorded, it is stated that the usual quiet session lies ahead and therefore any future developments are considered likely to be of a downward nature. Prevailing average local prices follow:

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	**8 00**
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel	4 50	4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

GOOD FALL TRADE IN PIPE FITTINGS

Toronto.

No further changes have been announced in quotations on pipe fittings, but it is noted that the undertone of the market continues on a much firmer basis than formerly. Wrought nipples and couplings are stated to be exceptionally strong, chiefly owing to the upward trend of the raw materials, although no further increases are in sight, as yet. The movement of these products is described as fairly good and quite up to general expectations for this season of the year. The average call for pipe fittings has kept up in better volume this year because of the marked activity in small building circles and the consequent improved call for these goods. Following are current unchanged discounts:

PIPE FITTINGS—	
Cast iron fittings	27%
Plus, cast iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flaged unions	27%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%
MALLEABLE FITTINGS—	
New piece list, adopted June 1, 1922.	
Discounts: Class A, less 60 per cent.	
Discounts: Class B, less 70 per cent.	
Discounts: Class C, less 70 per cent.	

STEEL LINES RESPOND TO MATERIALS TREND

Toronto.

A summary of the sheet market this week shows raw material prices, notably coke and pig iron, now working lower and lines of finished steel are responding slightly. This accounts for the recent downward trend to some extent, while there is also evident a feeling among buyers to await the completion of this process. Trade in sheets is described as fairly good, although it is recognized that the quieter season lies ahead. Quotations remain steady at the recently revised levels, which follow:

GALVANIZED SHEETS—	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Key stone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—	
10 gauge, base	4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40
BLACK SHEETS—	
18-20 gauge	5 05
22-24 gauge	5 10
26 gauge	5 15
28 gauge	5 25

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

MODERATE TRADE NOTED IN TIN PLATES

Toronto.

Trade in tin plate is described as on a moderately quiet basis, but is generally in keeping with expectations for this season of the year. There has been no further price development, quotations being more or less steady. A heavier volume of trade is noted in Welsh tin plate than formerly, combined with slightly lower importations in the United States. While the eastern market offers better opportunity in this direction, the Welsh products have appeared in larger quantities also in the coast sections, the canning industry reporting that shipments can be made via Panama in competition with the Pittsburgh mills. Current local prices continue as follows:

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes, 52s'	5 20
Do., Do., 60's	5 30
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC. 14 x 20. 112 sheets	12 00

WROUGHT PIPING ON DISTINCTLY FIRM TREND

Toronto.

Wrought piping remains on a distinctly firm basis, with a tendency to further advance prices being noted in southern markets. Domestic producers, however, up to the present, have resisted the trend in this direction, it being stated that prevailing market conditions are not conducive to higher levels at this season of the year. The fact that the winter is now approaching is pointed out as a factor to be considered. The active building season has brought a noticeable volume of activity in pipe, especially the smaller sizes, and trade of this class is still recorded as fairly brisk. While producers claim that raw material costs point towards advanced quotations, list No. 56, continues to govern the domestic markets.

WROUGHT PIPE

Price List No. 56. **August 23, 1922.**

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	14 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	.....	.....
3 in.	38 25	50 49	.....	.....
3½ in.	49 68	64 40	.....	.....
4 in.	58 86	76 30	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in.	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 95	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in.	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 83
7 in.	1 38	1 79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

COPPER PRODUCTS ON STEADY PRICE BASIS

Toronto.

No further revision has been announced in prices on copper and brass products since the upward climb of quotations on rods and tubing. These goods, however. continue to remain on a firm basis, owing to the strengthening effect of the virgin metal markets, coupled with the steady decrease in the visible supply of scrap copper. Current trade in these lines is reported as very fair, and up to expectations for this period of the year. Following are prevailing quotations:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22

COPPER—

Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

CONDITIONS AGAIN QUIET IN SCRAP MATERIALS

Toronto.

There is no outstanding activity to record this week in the scrap material markets. In spite of this, prices have generally remained unchanged. Scrap rubber is still quite dull. Business is done in boots and shoes at around 2.00c. Little else is required.

Scrap iron and steel grades have continued quiet. Mills and foundries are operating fairly actively, and dealers in the expectation of better business are not offering concessions.

Non-ferrous scrap has been in fair demand and firm. White metals are stronger, but not particularly active. Following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper wire	11 00	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2.00	....
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

FAIR ACTIVITY NOTED IN BOILER TUBES

Toronto.

A fair volume of activity is now recorded in boiler tubes. Distributors state that delivery has slowed up somewhat during the past two weeks, shipments from the mills not being quite so prompt. Some efforts to shade prices are still being recorded in certain quarters, it being stated, however, that the local market has considerably improved in this respect. A seasonal call for tubing, especially in smaller sizes, is generally reported for construction and repair purposes. Following are prevailing unchanged quotations:

BOILER TUBES—

Size	Seamless.	Lapweld
¾ inch	$19 00	$.....
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	24 00	.....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	.....
2½ inch	26 00	23 00
3 inch	34 00	27 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	55 00	40 00

FIRMER UNDERTONE IN MOST INGOT METALS

Toronto.

An undercurrent of strength has continued in practically all the ingot metals with the exception of copper. This metal, contrary to general expectations, has weakened slightly in certain quarters, although there is a good demand for semi-finished products such as copper and brass sheets and rods. Tin provides the leading price advance, but the higher levels are bringing a reaction in buying interest. The entire ingot metal situation still hinges upon the stability of European exchange, but current conditions are admittedly much improved over the situation apparent at this time last year.

COPPER.—Consumers of copper are more or less reserved and the general situation has failed to sustain the steady gain recently recorded. While the undertone is easier, however, prices have registered very little change, the domestic quotations of 17½ cents remaining in effect.

TIN.—The London tin market has provided the feature in this metal with trading of an unusually large nature. Prices have consequently risen, due to the strengthened undertone in primary centres. While a slight reaction is now evident in buying interest owing to the higher levels, there is reported to be some danger that the London advance is of a speculative nature. Domestic prices are higher, the new quotation being between 38½ and 39 cents.

LEAD.—This market remains in a strong condition as consumers' stocks are generally considered low and the metal now being called for is reported going into immediate consumption. The London market is also strong, and both primary and domestic price levels remain firm. Local quotations continue unchanged at $7.50.

SPELTER.—The spelter markets continue strong with an advancing tendency. There is a strong sustained buying interest with calls for prompt shipment from stock reflecting the present condi-

Higher Price Levels on Cotton Products

Practically All Manufactured Cotton Goods Register Advances—Current Revisions Reflect the Steady Upward Trend of Raw Cotton—Supplies Moderate With Heavier Requirements

SASH CORD, cotton clothes lines, cotton rope, awning cord, seine twines and candle wick, are all advanced in price this week. This series of market revisions in manufactured cotton products reflects the recent trend of raw cotton which has been climbing steadily. The new quotations, which are given herewith, represent increases of varying extent on the different lines.

A shortage in the cotton crop this season, when compared with previous records, has given an undertone of strength to the situation during recent weeks, this being represented in the previous advances recorded earlier in the season. Large speculative buying just recently, however, has added materially to the current situation of small supplies and increasing consumption, which conditions have naturally been reflected in the market for manufactured cotton goods.

The general advance of this nature was foreshadowed in last week's Hardware and Metal, a market report to the effect that cotton wrapping twines had been increased being the forerunner of the general upward movement in similar products. The raw material market in practically all directions is reported as conspicuously firm, although a reaction has naturally been expected in certain quarters. Raw cotton has fluctuated to some extent all season, but the general result has been a decidedly upward trend.

Sash cord has been increased three cents per lb. all through the list. Cotton rope is also 3 cents higher. There has been no change in cotton waste prices. Following are new quotations on the products listed above:—

COTTON ROPE—
⅛ in., $0.49; 5-32 in., $0.48; 3-16 in., $0.45; ¼ in., and up, $0.44.

SASH CORD—
No. 6, $0.60 per pound; No. 7. $0.59 per lb.; No.'s 8, 9, 10, 12, $0.58 per pound.

COTTON CLOTHES LINES—
In 40 foot lengths, $3.00 per dozen.
In 48 ft. lengths, $3.60 per dozen.
In 60 ft. lengths, $4.50 per dozen.

AWNING CORD—
White, No. 3½ $2.70 per dozen.
White No. 4, $3.60 per dozen.
White, No. 4½, $4.95 per dozen.
Drab, No. 4, $4.30 per dozen.
Drab, No. 4½, $6.10 per dozen.

SEINE TWINE—
Base, 71c. per lb.

CANDLE WICK—
$0.58 per pound.

COTTON WRAPPING TWINE—
In sacks, 3 ply, $0.55 per lb.; In sacks, 4 ply, $0.58 per lb. In cones. 3 ply, $0.52 per lb. In cones, 4 ply, $0.55 per lb.

tion of primary centres. Domestic prices on zinc are again slightly higher, the average level now being $8.50, as compared with the former level of $8.25.

ANTIMONY.—The current position of antimony is slightly easier, both on primary and domestic market. Local prices are consequently lower, the average prevailing quotation being 8 cents. It is pointed out that this mark is higher than earlier prices this season, which reflects the general degree of improvement.

ALUMINUM—Little change is recorded in the aluminum markets, current trading in domestic circles remaining of a moderate nature. Prices are practically unchanged, the local figure hovering between 21 and 22 cents.

London, Ont.

LONDON, Oct. 26.—Hardware business has been excellent during the past week in this district. All fall lines are moving well now and a very satisfactory volume of trade is reported by jobbers and merchants.

Several important lines, including turpentine and cotton goods, are quoted at higher prices.

PRICE OF TURPENTINE CONTINUES TO CLIMB

London, Ont.

The price of turpentine has again moved up this week, the new level being another ten cents per gallon higher. A fair seasonal sale is noted. Following is the highest mark of the season:

TURPENTINE—

	Imperial Gallon
1 bbl. lots	2 30
2 to 4 barrel lots	2 29
5 gal. lots	2 45

PRICE NOW STEADIER ON LINSEED OIL

London, Ont.

A good seasonal sale continues for linseed oil. Prices remain unchanged this week at the following levels:

LINSEED OIL—

	Raw	Boiled
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, add 15c gallon.

SASH CORD PRICES FIVE PER CENT. HIGHER

London, Ont.

Cotton goods have been advanced in price approximately five per cent. The new cash prices on sash cord follow:

SASH CORD—

8 to 12 ..... per lb.	0 58
7	0 59
6	0 60

LOWER LIST PRICES ON STARR ICE SKATES

London, Ont.

Booked orders are now going forward for the Starr line of ice skates. The 1922 lists show varying reductions from 10 cents to $100 per pair from last year's levels. Revised list prices with current discount follows:

ICE SKATES—

	List per Pr.
Acme No. 100	1 75
Plain Hockey, No. 153	1 60
N.P. Hockey No. 150	1 80
Acadia, No. 156	2 00
Ladies' Beaver, No. 157	2 50
Do., No. 162 flanged	3 00
Climax No. 173	3 25
Regis, No. 194	3 00
Dreadnought No. 193	3 75
Glazier, No. 184	3 25
Bulldog No. 154	2 00
Imperial, No. 196	5 00
Mercury, No. 197	6 00
Velox, No. 181	6 00
Regal, No. 189	4 50
Tube No. 190-H N.P.	6 00
Tube, No. 190-H Aluminum	5 00

Discount Less 30 per cent.

SEINE TWINES ALSO AT INCREASED LEVEL

London, Ont.

Seine twine prices are on a new higher level this week, the revised quotations being as follows:

SEINE TWINE—

No. 18, and larger, 1 lb. rolls, $0.75 lb.; No. 18 1 lb. rolls, $0.76; 15 and smaller, ¼ lb. rolls, $0.77 lb.

REDLICH WOOD FAUCETS AT EASIER PRICES

London, Ont.

New stocks of Redlich wood faucets now arriving are priced lower. The new quotations follow:—No. 2, $1.95 per dozen; No. 4 $2.70; No. 6, $3.95 per dozen.

WAGON HARDWARE ALSO AT ADVANCED LEVELS

London, Ont.

Wagon hardware and malleable plough clevises have been advanced in price approximately five to 7½ per cent.

CANDLEWICK PRICES NOW ON HIGHER LEVEL

London, Ont.

In conjunction with the increased levels on manufactured cotton goods generally, the quotation on candlewick has been advanced to 59 cents per pound.

THREE CENTS ADVANCE IN COTTON TWINE PRICE

London, Ont.

Cotton wrapping twines have also been advanced, the extent of this revision being three cents per pound. New quotations follow:

COTTON WRAPPING TWINE—

Balls, 3 ply, 57c. lb.; Balls, 4 ply, 61c. lb.; Cones, 3 ply, 53c. lb.; Cones, 4 ply, 57c. lb.

HIGHER PRICE LEVELS ON BUILDING PAPERS

London, Ont.

It is generally expected that new higher prices will go into effect this week on building papers. Revised levels on plain and tarred will be found on the curent market quotation pages.

SHORTAGE IN CUT NAILS STILL EVIDENT

London, Ont.

An advance is reported as imminent in the base price on wire nails. The present level is $3.75 locally. No change has been announced in cut nail prices, the current base being $4.60. A shortage in cut nails, however, is still evident.

REVISED QUOTATIONS ON COTTON CLOTHES LINES

London, Ont.

Cotton clothes lines are also higher in price. The revised quotations on these products are given herewith:

CLOTHES LINES—

Twisted Cotton—

80 ft., $2.35 doz.; 48 ft., $3.45 doz.; 60 ft., $4.35 doz.

Braided Cotton—

Star, 50 ft., $4.80 dozen.

Winnipeg, Man.

WINNIPEG, Oct. 26.—The wholesale hardware trade report that business is showing a slight improvement for seasonable lines and retailers state that business is not up to the mark due largely on account of the fine weather which is keeping the farmers active on the land. Collections have not shown much improvement although there has been a splendid movement of grain, money has not yet got into business channels. Orders for Christmas goods are coming in briskly.

There are very few changes in market quotations. Linseed oil has advanced and turpentine is ruling firm. Lower prices have been quoted on sandpaper, boiler tube expanders and fine hair brushes.

STOVES AND HEATERS IN SEASONABLE MOVEMENT

Winnipeg.

Wholesalers report a seasonable call for all lines of stoves and heaters. Quotations remain steady and unchanged.

BRISK SALES ON SKATES AND WINTER LINES

Winnipeg.

Wholesalers report that bookings for skates and other winter sporting goods are very satisfactory. McCullough skates are quoted at $5.00.

AGAIN FIRMER TONE TO TURPENTINE MARKET

Winnipeg.

The tone of the turpentine market is showing more firmness. Southern markets have advanced and the demand is active. Quotations locally of $2.15 per gallon remains very strong.

GASOLINE REDUCED TWO CENTS PER GALLON

Winnipeg.

A reduction of two cents per gallon is made on quotations on gasoline. Ordinary lines are quoted at 34 cents per gallon with higher grades at 36½ cents and the extra grades at 39 cents.

BOILER TUBE EXPANDERS DECLINE IN PRICE

Winnipeg.

There has been a decline in the price of boiler tube expanders. Following are prevailing quotations:

TUBE EXPANDERS—
1½ inch, $4.00; 1¾ inch, $4.00; 2 inch, $4.00; 2¼ inch, $4.75; 2½", $5.75; 3", $7.00; 3½", $9.00.

LOWER PRICES ON SAND PAPER

Winnipeg.

Quotations on sand paper have been reduced this week. Number one-half is quoted at $7.15 per ream. Number ones $8.10. Number one and one-half $9.45. Number two $10.95.

LOWER PRICES ON FINE HAIR BRUSHES

Winnipeg.

There has been a slight reduction in quotations on fine hair brushes. Number ones are quoted at $1.15, twos at $1.20, threes at $1.25. Fours $1.35, fives $1.45, and sixes $1.60.

GOOD SEASONABLE DEMAND FOR CURLING STONES

Winnipeg.

Enquiries are coming in freely for all lines of curling stones. There is no change in quotations on these lines.

HIGHER PRICES QUOTED ON LINSEED OIL

Winnipeg.

Reports from Southern markets state that linseed oil is scarce with the market ruling firm. An advance of 5 cents per gallon has been recorded on the local market making raw $1.15 per gallon and boiled $1.18.

Vancouver, B. C.

Sale of Heating Equipment in Coast Circles Well Ahead of Previous Records

VANCOUVER, B. C., October 26.—A gradually growing optimistic tone seems to be evident among the hardware trade on the B. C. Coast, particularly the distributing end and more closely again to that branch dealing with heating equipment. One of the leading distributors told Hardware and Metal that it was evident from sales made already this month that the volume would be well ahead of last October. This is easily accounted for in the increased building, all of which is requiring more appliances.

Repair parts form a good end of the trade and distributors are keeping well up with the demand. Ten years ago it will be remembered that the Coast was in the midst of the biggest building boom on record, the demand for building hardware and stoves and furnaces being commensurately great. Many of the furnaces have now served their usefulness and replacements are in order, both whole and parts. The building program in Greater Vancouver which has been active for many months has subsided to some extent due to the approach of the winter season when building operations must always be lessened. Again, demand does not seem to be quite as keen as it recently was for houses to buy.

Wholesalers report fairly good business from several districts, chief of which is Vancouver Island where mining and lumbering are very active. Prince Rupert is maintaining a steady demand, but to the east, along the line of the Grand Trunk, conditions are not very satisfactory from a selling standpoint. There is no change in the quietude of the Okanagan, but good trade is developing from the Boundary and Kootenay districts. Collections may be said to be gradually improving, complaints of slow accounts not being nearly as frequent as they were a little while ago. Local bankers say they are not faced with as many requests for extensions as a year ago at this time. They regard the situation as reasonably satisfactory.

An interesting development in the trade occurred this week with the auction sale at the premises of the Canadian Pacific Junk Co. While junk dealers were naturally in evidence, retailers were also noted among the buyers. This concern had a fine showing not only of household hardware such as hammers, saws, wrenches, files, etc., but also a good line of plumbing and building material for which several contractors were keen bidders.

With the opening of the Arena, sporting goods houses report good advance sales in skates, hockey sticks and sweaters. The professional season opens a good three weeks ahead of last year. Rugby and soccer footballs have sold well this season and basketballs are also selling fast. It may be interesting to note that in the Sunday School League alone, four divisions—eighty teams are entered for the season's matches, which is a record.

Price changes are negligible. Special windows are being put on by a couple of the larger stores, featuring stoves.

Hamilton, Ont.

Require Colder Weather to Stimulate Movement of Seasonal Hardware Lines

HAMILTON, October 26.—Current reports indicate that business and industry here are in much the same position as a week ago. Manufacturers in most lines are well employed, with hardware and steel lines being fairly busy. Another new plant has just been located in Hamilton, and it is generally stated that prospects are good for many American firms establishing factories here during the next year or so. Wholesale and retail trade both continue to move forward slowly, prices on most lines of goods still holding firm.

One of the chief features of the local industrial situation is the extent to which the shortage of railway cars is reported to be holding up deliveries of material, such as steel. Producers of steel products state they are operating as well as possible under these circumstances, but it is pointed out that difficulty is being experienced in obtaining basic materials.

Moderate activity is generally recorded in most quarters of the iron and steel trade, while sheet supplies are now in heavier volume. The recent improvement continues in the boiler tube market, a steadier tone being evident with more extensive construction and repair work at this season. Range boilers are also reported fairly active. Hardware business is fair to good this week, but it is expected that the arrival of colder weather will stimulate the sale of many seasonal lines. Wholesalers record that a bustle of activity is noted in supplying rush orders for stoves, accessories, heaters and companion goods.

Automobile accessory displays show a distinct departure from the summer tourists lines to assortments of winter equipment. Jobbers report that merchants are putting their winter stock in shape to handle this business when it comes.

Price changes for the week with few exceptions have been relatively small and unimportant; mostly of the nature of adjustments on small lines of shelf goods, and affording no indications of a general character.

A good deal of painting is still going on, and the number of newly painted houses in this district is far in excess of any former years. One painter has stated that he has work that will carry him right up to the time when the weather will stop outside work.

A good business is being done in fall sporting goods ,and it is expected that the sale of skates, hockey sticks and hockey equipment will be good.

Calgary, Alta.

Grain Movement at Its Height in West: Threshing Now Practically Completed

CALGARY, October 26.—This week a campaign for "Wider Markets for Alberta Coal" was inaugurated at a luncheon of the Calgary Board of Trade. The success of the campaign means a lot, not only to operators and miners, but to the general trade of the province. Figures were given showing that in 1921 Alberta mines supplied about one-third of the coal mined in Canada. With little extra capital expense this amount could be largely increased, and the present campaign is to provide the market, with Manitoba as the main battle ground. Campaign plans include a proper co-operation between operators and miners, a better freight rate, and systematic education of the more distant markets as to quality and best methods of use. The idea to be put over is that when they know what is to be known about Alberta coal they will want it. The importance of having this industry handled wisely is evident.

The new board of directors, together with other officials of the National Railway System, were among the visitors to the city. No announcement of future plans as regards the city were made, and none are expected until after the new chief takes hold, but speculation is rife, as it is apparent that present terminals are inadequate, both from the standpoint of the railway and the public. An early decision is looked for, either in favor of a union station, or to provide proper terminals for the National Railways, both for passengers and freight.

A satisfactory solution of the dispute between the gas company and the city was arrived at, and the expectation of a sufficiently augmented supply of gas for the winter has relieved householders of a source of worry. Price for next year is fixed at 48 cents per 1,000 feet and thereafter to be adjusted for three year periods on the basis of earning eight per cent. on a fixed capitalization, over and above a fixed expense and amount set aside for drilling, with any surplus or deficit to be carried forward to next three year period.

Weather is still greatly against seasonable business. It is common to see tea being served on lawns and verandahs, and this sort of weather has continued throughout the fall with one small break. Grain movement is at its height and threshing practically completed, and the movement of surplus farm help back to the city is noticeable. It is believed work can be supplied our own people.

Recently collections have shown some slight improvement, although not to the extent of being a general one. Credit men are not looking for any marked activity in this department until November. The price of grain, while showing some improvement, is still under what would seem to be a fair figure, when considered from the standpoint of the higher costs of labor and other necessaries of production, and the present tendency is to ship grain for storage rather than for present sale. Car shortage is reported from some localities and handling facilities both to the east and west are at present pretty badly congested.

Jobbers report a good activity in miners' and mill supplies. Lumber mills along the Crow's Nest Pass are expected to turn out a big season's cut, and purchasing is heavier than for some time.

The price changes effective this week are of a minor nature, showing slight adjustments on isolated lines of small shelf goods, the only exception to this being on linseed oil which advanced five cents a gallon and is now quoted at 1.21 for raw and 1.24 for boiled at Calgary, Edmonton and Lethbridge. With the advancing season demand has slackened and small stocks will be carried over.

Some of the jobbers are unloading odd lines of loaded shells at a price, and late advertisements show the city retailers have cut prices on this line about 20 cents a box. It is felt that loaded shell stocks will have to be cleaned up during the next two or three weeks or carried over for another year, and retailers are looking for a reduction for 1923 business. Football and especially rugby lines are very active. The school league has made the latter a very popular game and sporting goods departments are reaping the benefit. Golf lines have provided more business than in any former years, and all summer sporting goods lines are well cleaned out.

St. John, N. B.

Colder Weather Brings Call on Maritime Hardware Merchants for Stoves and Heaters

ST. JOHN, N. B., October 26.—Last week saw the first snap of cold weather in St. John, N. B., with eight degrees of frost, and had the effect of making the citizens who had not prepared their homes for the cold weather sit up and take notice. There was the usual rush for oil heaters which is experienced by St. John hardware dealers each year when the first touch of cold weather comes. Many citizens had deferred buying coal in the hope that there would be hard coal on the market before the winter weather set in, consequently householders were caught without coal for heating purposes, and the local merchants were swamped with orders for soft coal and Welsh coal, in small quantities. Hardware dealers handling stoves rose to the occasion and made big displays of stoves and heaters suitable for burning wood and soft coal, and also largely advertised wood burning furnaces. Many householders are standing to one side their self feeders and having to install stoves suitable for burning all kinds of fuel.

It is felt that outdoor painting is practically all over, although there are a few jobs still on the way, and are being rushed with all possible speed. For the first time in the history of St. John a hardware clerk was up before a committee for nomination as candidate for mayor of the city. During the past year a citizens' committee has been very active campaigning for municipal distribution of hydro power, developed by the government of New Brunswick, and re-called the present mayor because of his aversion to the mandate of the people given at the last election. Two names were before the committee, G. Fred Fisher, a retired business man, and Roy Willet, president of the Hardware Clerks' Association, both advocates of municipal distribution of the hydro current. Mr. Willet's nomination for mayor was defeated by one vote, and immediately the result of the voting was declared the Willet party joined forces with the successful hydro nominee. The election is to take place on November 13.

W. F. Buritt, president of the St. John Board of Trade, and M. E. Agar, a prominent St. John hardware merchant, along with other citizens, members of the Board of Trade, recently conferred with the premier of New Brunswick, Hon. W. E. Foster, with reference to the appointment of a permanent secretary for the Maritime Board of Trade. The cost will be around $8,000 a year, and the New Brunswick Government is asked to contribute $2,000 and the Nova Scotia Government $3,000. Each member of the board in the maritime provinces is asked to contribute one dollar per head per year. It is felt that great benefits will acrue to the maritime provinces by having their boards of trade amalgamated. There is to be a special meeting of the local board to discuss the situation. The Moncton board has strongly endorsed a recent resolution of the St. John board advocating that New

Brunswick should be directly represented on the directorate of the Canadian National Railways.

Communications have been sent by Hon. P. J. Veniot, minister of public works, to all of the teachers in the schools of the province, requesting them to inform pupils that the change in the rule of the road from drive to the left to drive to the right, becomes effective on December 1, 1922. In this way, notice of the change will be given to the great majority of the people in the province of New Brunswick. J. F. Tilton, director of and buyer for W. H. Thorne & Co., Ltd., hardware merchants, St. John, N. B., has been one of the main men responsible for this change of the rule of the road.

Robert S. O'Mears, junior trade commissioner of the commercial intelligence service, department of trade and commerce, Ottawa, was in St. John last week, and was kept busy with interviews by men engaged in the export trade. Several of their problems have found solutions through his efforts, and he has been able to establish new contracts asked for by some of them. Mr. O'Mears said that he firmly believed that there was a good future for the maritime provinces, especially along export lines. He was supplied with information regarding the lines of production and manufacture. He said that it was up to the maritime provinces, for the good of their trade, to expand their export markets for manufactured goods, as they could not hope to compete in the west of Canada with the manufacturers of Ontario and Quebec on account of the high freight rates. So far as exports went, the maritimes had the advantage over the west on account of the possibility of direct water shipments, eliminating the expense of rail haul.

The Nashwaak Pulp and Paper Company's lumber cut on the Nashwaak River will be about fifty per cent. more than was anticipated some weeks ago, and will be three times as great as that of last year. The increased operations on the Nashwaak is taken as an indication of improving conditions in the lumber and allied markets in the United States. Employment agents report a scarcity of experienced woodsmen and say they are having difficulty in supplying the companies with the men required for carrying on the enlarged operations, although wages are from ten to fifteen dollars per month higher than they were last year.

The secretary of the St. John Board of Trade advised Hardware and Metal that he had received a notification from the Canadian Pacific Railway that the grain shipments through St. John would be exceedingly heavy this year and that they strongly recommended an additional grain conveyor. The secretary stated, however, that the time was too short for the consideration of additional equipment, but that other berths would be found for tramp steamers to accommodate the increased traffic.

CONGOLEUM CO. ADDITION TO PLANT

The Congoleum Company of Canada, Montreal, reports the completion of an addition to their plant which adds fifty per cent. to their output.

Fred Vine, of the travelling staff of the J. H. Ashdown Hardware Co., Ltd., Calgary, has recovered from a serious illness.

TRIBUTES TO LATE JAMES HARDY

(Continued from page 43)

It was with great surprise and deep regret that I learned of the sudden death of James Hardy in Atlantic City last week, after meeting him in Montreal about ten days previous when he appeared in his usual health.

Having known Mr. Hardy for over thirty years, social and business relations between us have at all times been most pleasant, and I have always remarked how genial he was in dealing with our association affairs. He had always the interests of both manufacturer and wholesaler at heart, which brought close relations and mutual benefit between these sections in all provinces of the Dominion. I am sure the loss will be keenly felt by all associations with which he was connected.

I beg to convey my deepest sympathy to his family in their bereavement.

ALEX. PRUDHOMME,
President, A. Prudhomme & Fils, Ltd., Montreal.

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The passing of the late Mr. James Hardy has taken from the business life of Canada a man that has played a very large part on the constructive side of the commerce of the country. He had the confidence of all whom he came in contact with, his word was his bond. He might have eased up on his responsibilities as the years pressed upon him, but he preferred to play the game to the end, he died in harness, and the terribly sudden call that took him away was a great shock to all his friends and business acquaintances. He died at Atlantic City. He had gone to attend the National Convention, where no one was more welcome. The very sincere and deep sympathy offered by our American associates went to show the great respect and admiration they had for him.

ROBERT STARKE,
Starke-Seybold, Ltd., Montreal.

* * * * *

After twenty-five years of intimate acquaintanceship I feel that I cannot say more than that not only the hardware trade but the commercial life of the provinces of Ontario and Quebec have lost a real friend and adviser in the death of James Hardy. While he was masterful and not in the least excitable he had the wonderful faculty of pouring oil on troubled waters—still at the same time seeing that justice was done to everybody concerned be he manufacturer, merchant or consumer—and on financial points his many years of training as an accountant—made him an "invaluable" manager of the trade associations of which he was secretary. "To meet him was to admire him as a man, and to know him was to realize his great worth."

GEORGE CAVERHILL,
Caverhill, Learmont & Co., Montreal.

* * * * *

The directors of our company have been associated directly with the late Mr. Hardy since 1889, not only in connection part of the time with association work, but also because of his firm having been the official auditors of the company for many, many years.

We always esteemed Mr. Hardy because of his very wholesome manner and person and his very broad view of business matters, and we also regarded him as a very strict disciplinarian in connection with official auditing.

We feel a personal loss in the death of Mr. Hardy, a man who was above reproach in every way, and one who will be very hard indeed to replace because of his long experience.

JOHN M. TAYLOR,
President, Taylor-Forbes Co., Guelph, Ontario.

* * * * *

It was with deep regret that we learned of the sudden passing away of the esteemed secretary of the Canadian Wholesale Hardware Association, Mr. James Hardy, at Atlantic City a few days ago and we feel that the association suffers an almost irreparable loss.

We have been intimately associated with the late Mr. Hardy for several years and we are pleased to express our great admiration for his many sterling qualities.

He was a man of broad vision and sound judgment, and it was always his endeavor to promote harmony at meetings of the association. The members were always further ahead when his wise counsels were followed.

The late secretary had a charming personality, which with his remarkable gift for organization enabled him to successfully guide and direct, for so many years the association which he promoted.

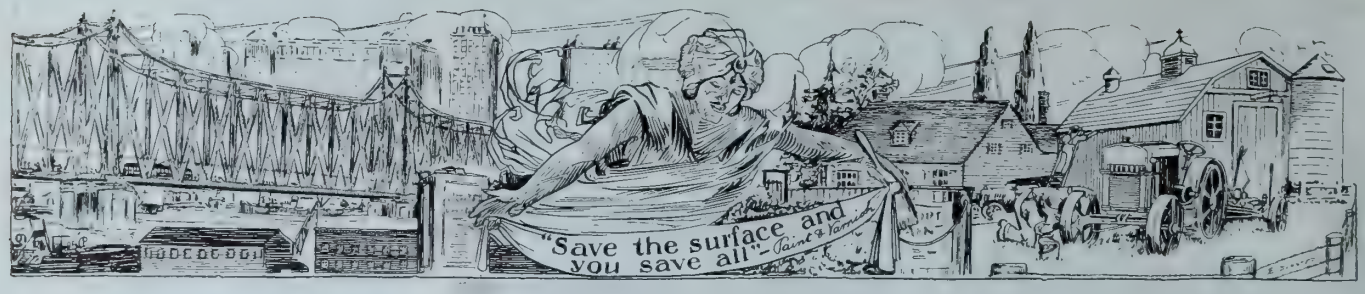
Mr. Hardy was possessed of a wonderful energy which always put life into a gathering when he entered and his cheerful presence will be greatly missed.

N. HOWDEN,
President, D. H. Howden & Co., Ltd., London, Ont.

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We were greatly shocked to learn of the sudden passing of James Hardy with whom we have been in such close touch for so many years. He was in every sense the jobbers' friend and it was always a pleasure to meet him, and he will be greatly missed by all who had the pleasure of his acquaintance.

G. C. DAVIS,
Frothingham & Workman, Ltd., Montreal.



A Productive Fall Paint Campaign

Successful Paint Merchants Are Concentrating Attention on Benefits of Save the Surface Before Winter's Inclement Weather Sets in—Farmers Responding in Rural Districts—Neglect to Protect Property Indirectly Affects Every Individual

POSSIBILITIES in connection with a Fall paint sales campaign have been proven by many merchants. Reports from practically all sections would indicate that October and November are becoming more and more recognized as ideal months for extending an effort in the paint and varnish departments. It is learned that merchants who have brought their sales returns to higher levels in these sections of their stores are those who are thoroughly convinced that strong arguments can be put forth in favour of painting before the severe winter weather is on hand, and have taken hold of the opportunity in a wholehearted and conscientious manner. Being certain that not only themselves will benefit through increased business, but that it is a paying proposition for their customers, they have well advised the buying public in their locality to protect their property holdings against the ravages of winter which always follow.

These arguments follow along general lines such as: buildings and all other surfaces around the home require best protection during the winter. Certainly a surface which has not been painted during the spring and summer months should not be allowed to go over the winter without it.

The house, barn or any other exposed surface is well dried out after the strong sun in the past summer and surfaces are more receptive, this condition allowing the paint to be absorbed more readily, assuring a better hold. Lastly, but by no means of minor importance, because the autumn months afford proper weather conditions for painting.

Appealing to Various Classes

Being well acquainted with these facts the dealer then makes it a point to impart this information to his customers and make his appeals. There were some who delayed painting during the past spring and summer season and have every intention of further putting it off until next season, believing the earlier months of the year to be the only period for this work. There were undoubtedly other persons entering his store from day to day who had no intention of painting this year but hoped to do an extensive job the following spring. Their property is in need of paint, but it will, in their opinion, wait until next season without any injury. They do not realize what six months of average winter weather will do to an unprotected surface.

These prospects constitute part of the field on which the hardware merchant works. In appealing to men customers, the retailers may be dealing with a farmer whose properties include both buildings and implements, the man who owns his home in town or city, or perhaps he is the owner of various buildings including houses, office buildings, stores or even a factory. Whether a rural or urban customer his holdings should be protected, and an appeal is made. Women customers are in most cases housewives and they are canvassed for inside decoration materials to make the home more beautiful and attractive for the family during the following long winter evenings. She may live in either town or country, home surroundings are dear to her in either case.

The Farmer Appeal

It would seem that farmers are one of the best classes to which an appeal can be made this year. In farming communities a good crop has been harvested, and when this is safely in the barns they will be in a good mood to listen to arguments put forth. It should be easier to persuade them that their implements, which made it possible for them to gather in their bumper crops, should be kept in good repair for next season. The question also of painting their houses and barns should receive more favorable consideration when they are assured of good receipts when their grain is marketed at a little later date.

During the past few years the people of this country have gradually been becoming educated to the value and necessity of preventing the deterioration of all materials through the use of paint and varnish. Nevertheless, there is still much which can be done along these lines to increase the use of preservatives that will in turn benefit the community. In this instance the dealer who handles paint, varnish and brushes is in an excellent position to act as a teacher.

How many persons realize that any loss of the world's wealth ultimately affects every individual? We read in our daily papers of property destroyed by fire, and the statement frequently follows that the owner of the destroyed property was fully covered by insurance. The customary conclusion, then, is that the owner will experience no loss be-

Bring People in Through Demonstration

PEOPLE must be brought into your store. A good way is through a Saturday paint demonstration. Feature a leader and send out handbills, coupons, letters and newspaper ads. Trim the windows with real sales ideas. Ideas that will stop people and bring them in. Show cards help make an effective window.

At your demonstration, have a trained representative from the factory on hand. The salespeople must be trained and prepared with the right selling arguments. Put a sales estimate on them and on the store. Have someone demonstrating the paint by actually painting it out on wood strips or panels or siding. Let the people do some painting themselves and get the "feel" of the brush. Let them see how much space a brushful will cover under actual painting conditions. Have plenty of color cards and be prepared to suggest correct color schemes. Let the people ask questions. Educate them to paint.



SERVICE



CONFIDENCE



FAIR DEALING



The Paint on a Pedestal

Seeing is Believing!

ORDINARY Paint can only give ordinary service—and ordinary service will never win good will and build business.

It is the extraordinary Paint and unusual Advertising that offer unlimited possibilities to progressive dealers.

Know "The High Standard Proposition" and "Selling Helps" and you will realize how true this really is.

On request we will demonstrate the "High Standard" Proposition without obligation.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL.

If Interested tear out this page and place with letters to be answered

cause he will receive from the insurance company practically the amount of money which the property was worth.

Affects Every Individual

However, if we are not the unfortunate possessor of a one-track mind, the realization quickly comes to us that the frequency and extent of fires in our community has much to do with what we, who have so far suffered no loss from it, must pay in premiums for our insurance; furthermore, and what is far more momentous, a portion of the world's wealth has been destroyed, never to be reclaimed. Apparently the loss of one man's property is no loss to another, but in reality it is, because it has reduced the total amount of wealth available.

Wealth, like many other things, is merely a question of supply and demand. There is a certain amount of it in the world, and the scarcer it becomes the more valuable it is. Therefore, is it not to everyone's advantage to preserve wealth in order that there will continue to be a sufficient supply for the world's ever-increasing population?

Wood, steel, concrete, bricks and scores of other materials which themselves make up a large part of the world's wealth are continually being lost from the world's supply, because they are deteriorating from a process almost equally as destructive as fire; that is, these materials are being continually worn away and decayed by the action of the weather upon them. And where does this deterioration start? The answer invariably is at the surface. Hence protection of the surface against these destructive elements will prolong the life of these materials indefinitely. In other words, Save the Surface and You Save All.

Here, then, is the chance for the dealer to benefit himself, the manufacturer and, most of all, the customer. Hook up with the Save the Surface Campaign. Explain the meaning of the slogan to your customers. (It is surprising how many laymen do not understand it). Do not overlook the amateur painter or the housewife who wants a quarter pint can

(Continued on page 64)

The Brush Department



Fall housecleaning is under way and many housewives are prospective buyers of brushes, mops, etc., and such kindred materials. These can be grouped very effectively in window displays such as this. Note the use made of a panel with brush samples affixed. This is placed prominently in the paint department of the store when not shown in the window and it is kept handy to be inserted in the window whenever opportune. It has pulled in good returns. On the floor of the display are shown floor brushes, scrub brushes, whitewash and paperhangers' brushes, all in demand now.



Group photo of those attending the annual sales convention of the Sherwin-Williams Co., Montreal, as reported in last week's issue of Hardware and Metal. This group includes district sales managers and representatives from Fort William to the Atlantic Coast.

Boeckh's Brush News

How About Some of These?

With hardwood floors and small rugs so prevalent, the soft Hair Floor Brooms are becoming increasingly popular, and Boeckh's High Quality Brooms are the ideal. They are built to give absolutely satisfactory service and measure up to Boeckh's standard of high quality in every way, being backed by the Boeckh Guarantee. They are made of the best selected Bristles, Horse Hair, etc., that will take off every particle of dust, yet will not scratch the most highly polished floor. They are properly constructed to get into the corners and out of the way places, and are equipped with removable handles, and in addition have Rubber Protectors on each end. See illustration below.

These Rubber Protectors are the very latest improvement on Hair Floor Brooms, as they provide absolute protection to the furniture, base-boards, etc., besides protecting the ends of the blocks from unnecessary wear. This will particularly interest housewives, but it is of equal importance to caretakers, etc., in Warehouses, Offices, Public Buildings, etc., where sweeping must be done quickly. These Rubber Protectors mean added speed in accomplishing the work without damaging the surrounding furniture, etc.

Lines with Rubber Protectors are specially described in our Supplement Price List No. 60. If you are not already stocking these it will pay you to get particulars regarding them at once, as this is an opportunity for you to get new business.



The Boeckh Company, *Ltd.*

Toronto - - Canada

Distributors:

MONTREAL:
The H. E. Smith Sales Company,
130 Craig St. West.

WINNIPEG:
J. B. Buckham,
664 Broadway.

VANCOUVER & VICTORIA:
The T. S. Griffiths Company,
1080 Hamilton Street, Vancouver, B.C.

Makers of Everything in Good Brushes Since 1856

If interested tear out this page and place with letters to be answered.



Group of Canada Paint Co. Salesmen.

Canada Paint Co. Salesmen in Convention

Interesting and Instructive Discussion at Sales Convention of Canada Paint Co. in Montreal— Lead Corroding Process Investigated Thoroughly

MONTREAL.—What is described as the most enthusiastic sales convention ever held by the Canada Paint Co. ended Saturday noon, after four days of work and pleasure combined. Proceedings commenced on Wednesday morning and at the opening session prize awards were presented to winners by the general manager, Royal Cluxton, in recognition of their excellent work during the year. The three leaders, known as "Top-Notchers," were as follows:

R. Traversy, Montreal, first.

Nap. Dansereau, Montreal, second.

L. P. M Dechene, Quebec, third.

Another very interesting event during the proceedings was the presentation of a gold watch and certificate of loyalty and esteem to Frank Bell for having completed 25 years of continuous service with the company. Frank made a suitable response, and was carried on the shoulders of his fellow-workers to the cheers of the convention. Mr. Bell is the twenty-ninth employee to have received this honor.

After welcoming the representatives, and making the presentations, the regular sessions commenced, these being held both morning and afternoon of each day, under the chairmanship of Mr. Cluxton, assisted by sales-managers S. M. Ward and W. H. Newton. Luncheon was served each day at the Queen's Hotel, the party being conveyed to and from these popular parts of the program by automobile.

On Friday afternoon the party were taken by autobus to their white lead corroding plant, where the process of white lead manufacture was shown in detail, commencing at the plant which melts the pig lead, to the final stage where it is placed in the irons. That much interest was taken in this part of the program was manifest in the number of questions asked by the representatives who were apparently fully bent on a thorough knowledge of the goods they were selling.

Although according to schedule the convention was to have closed on Friday evening, owing to the interesting discussions on their various products taking up considerable time it was found necessary to continue proceedings until Saturday noon.

WANT RETAILERS ON BOARD

(Continued from page 37)

would not be worth a cent," he declared emphatically.

Mr. Trowern referred to the intimation by members of the committee that the consumers should be called in in the matter of fixing rates. He asked if consumers were called in in connection with fixing prices on railway tickets, on the sale of theatre tickets. "It can't be done. It is absurd," he declared.

Hon. Mr. Drury, prime minister, asked if he was in favor of fixing the prices on all farm products.

Mr. Trowern replied that he was as far as it was possible. But there are cases where it would be impossible, for instance, if one farmer grew a better quality of apple than another, he would be entitled to a better price.

The Ford Co.'s Agreement

H. S. Pritchard, of the Ford Motor Company, read the agreement his company has with their dealers in regard to the re-sale of Ford cars and parts to the ultimate consumer. They sell outright to the dealer for cash and the dealer signs a contract preventing him from selling at a price less than the fixed re-sale figure. The agreement, he said, was air-tight and that for each violation the dealer was assessed $100.00 and the contract was also terminated. They had the same prices in every part of Canada from Halifax to Vancouver, apart from freight charges, and he believed this was the correct principle.

Apart from A. W. Roebuck, Toronto lawyer, who introduced the matter, there was no one who spoke against the principle of fixing the re-sale price. All were in favor of it.

During the last day and a half several members of the committee intimated that what they wanted to get at was a reduction in the high cost of living. It was plain, they said, that the cost of living was still mounting and that there did not appear to be any let-up. This statement was questioned by E. M. Trowern, secretary Dominion Board, Retail Merchants' Association, who claimed that cost had gone down and that living was cheaper. The big point at issue so far as the committee of the Legislature was concerned was as to whether fixing the re-sale price of an article from the wholesaler to the retailer and from the retailer to the consumer enhanced or otherwise the cost to the ultimate consumer or user.

Method of the Eddy Company

J. F. Taylor, secretary and sales manager of the E. B. Eddy Company, Hull, Quebec, explained that his company distributed their output to the legitimate wholesale trade through the retailer. "We think," he said, "that is the proper method. If someone writes to us asking the privilege of buying our goods we investigate their case fully. We write them a confidential letter asking for full information and if that letter is acknowledged they secure our goods. We send them our price list and they are to maintain those prices to the retail trade. We do not, however, say at what price the retailer shall sell to the consumer. We have always felt that if we did not give the distributor a fair margin of profit, it would only be a matter of time when he would not be interested in our line."

R. R. Hall, M.P.P., wanted to know why there was such a great spread in so many instances between the price the producer received and the price the consumer paid.

The conference adjourned until called again by the chair when representatives of several other industries and trades will be heard.



"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered

Floglaze

"The Finish that Endures"

Velvet Finish

(The Can with the Orange and Black Label)

There is no limit to the sales possibilities of a decorative material such as **Floglaze** Velvet Finish. This dull mat enamel is in strong demand for the finishing of walls, ceilings, woodwork, etc., of homes, hospitals, schools, churches and such like.

Owing to its unique composition, **Floglaze** Velvet Finish produces a dull lustre in a natural manner. This dispenses with the usual necessity of rubbing or polishing. Being readily washable without injuring the finish, enables bright sanitary conditions to be maintained at all times.

Floglaze Velvet Finish furnishes a powerful lever for the increasing of profits in your paint department.

Our dealers' booklet, "A Guide to larger Profits," describes Floglaze Velvet Finish fully. Write for this book.

"Make 1922 your greatest Paint and Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
THE SHORE-WALLACE CO., LIMITED
155 Pender St. W., Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, October 26.—A further advance in turpentine quotations, and a substantial reduction in shellac prices in some quarters attract attention in the paint markets this week. Turpentine continues on its steady upward climb, and two advances of five cents per gallon are recorded this week with some firms, while others are withdrawing quotations. Although this product has now touched a new high level there is still a feeling that even higher prices are likely in the not far distant future. As outlined in our last issue lower shellac prices were expected at an early date. These are now announced by certain firms, the new prices showing a substantial reduction from former levels. No change in quotations is announced by other firms, thus a wide variation is quoted among local distributors. The linseed oil market remains on a steady to firm basis, with seed transportation still a strong factor in the market. Local seed stocks are admittedly low, one local crusher stating that they were forced to close down temporarily because of no supply on hand. Although lower prices are thought to be in line, if transportation would reach a more normal state, it is felt that slightly higher prices might appear before any recession is made.

LINSEED OIL REMAINS ON STEADY TO FIRM BASIS

Montreal.

Linseed oil remains in a steady to firm position owing to the prevailing conditions in the seed market, which is fluctuating slightly but on a fairly firm tendency. Although a slightly easier tone in both markets, if seed transportation showed signs of improving, is looked for by some well informed, the present market tone is said to have every appearance of a further stiffening. Rather than returning to a more normal state transportation still presents a difficult problem, seed shipments not arriving from production centres in anything like the volume that might be expected at this season. This situation has gradually reached a more acute stage, and at the present time certain local mills report no supply on hand, thus necessitating a temporaray shut-down. Usually crushers are commencing to work on a surplus for next year's requirements at this season, but up to the present immediate demand is keeping them busy.

With no stocks accumulating, demand keeping up in good volume, and interest in the market for future being shown by larger buyers, the oil market is again described as firm at the following quotations:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.....	1 02	1 04
5 to 8 bbl. lots, per gal.....	1 00	1 02

Less quantities, add ten cents per gallon.

TURPENTINE PRICE AGAIN TEN CENTS HIGHER

Montreal.

A strong upward tendency continues in the turpentine market, and developments during the week on the local market were two advances of five cents each with some firms, while others have withdrawn quotations. Closely following the market in the south prices were increased towards the middle of last week, with a further rise at the beginning of this week. Distributors state that they are now forced to keep pace with primary markets because of no surplus stocks here and little improvement towards importing heavier supplies in sight. In describing the situation at producing centres reports state that a brisk demand is still in evidence and all market quotations show it. Larger consumers and manufacturers are buying very freely regardless of high prices prevailing, and demand from foreign countries continues along steady lines. Opinions are expressed that from present indications the range of prices now quoted will hold throughout the balance of the season providing they do not go even higher. Local importers are convinced that a strong market tone will prevail during the coming weeks, and further advances would not be surprising within the near future. Revised quotations are the following:

TURPENTINE—

1 barrel lots	2 00	2 10
2 to 4 barrel lots, per gal.....	1 98	2 08
Broken lots	2 10	2 15

MARKED REDUCTION IN SHELLAC QUOTATIONS

Montreal.

As outlined in last week's issue of Hardware and Metal, new lower prices on shellac were expected. These are now announced by some distributors, although others are quoting former levels, thus making a wide variation in local jobbing circles. The reduction was a substantial one, being approximately 75 cents per gallon on both white and orange in all quantities. Following a rather unsteady market in primary centres, the situation is again improved due to a better buying movement not only for immediate requirements but for future also. Although comparatively heavy shipments from overseas recently arrived, spot stocks are again described as scarce because of difficulty in getting railroad shipments through. Revised prices with the range noted, are:

SHELLAC—

In barrels	4 25—5 05	3 75—4 55
5 gallon jugs	4 25—5 15	3 75—4 65
1 gallon jugs	4 55—5 25	4 05—4 75

RESIN MARKET ALSO SHOWS STRENGTH

Montreal.

The resin market, like that of turpentine, is firm with an advancing market recorded in southern circles. Demand, both domestic and foreign, on this product is reported good and although present prices are considered high there seems every indication of a strong tone continuing. Local quotations are slightly higher as follows:

RESIN—

Per bbl. of 280 lbs.,	
G., medium grade	$ 8 50
Water white	10 50

BRUSH MARKETS IN SATISFACTORY POSITION

Montreal.

The undertone of the brush market continues on a fairly strong basis since the revision in prices on September 1st last. Local manufacturers and distributors state that fall business has been quite satisfactory up to the present, although a slight slackening in trade is now noticeable. A good consumer demand has been felt for paint brushes practically all through the past summer season, and for this reason stocks are reported as considerably lower than in other former years. Prospects therefore appear favorable for trade in future months, especially at the time when dealers anticipate their requirements for next year.

Toronto

TORONTO, October 26.—The feature of current paint markets is the rapid advance in turpentine prices, this condition being accentuated this week by two further advances, thus establishing a new higher mark for the season. The ten cent increase foreshadowed in last week's market report materialized within a few days, to be followed by a further rise of five cents per gallon, thus bringing into effect the new quotation of $2.35, in one-barrel lots. Distributors point out that they are practically compelled to follow the trend of prices at southern supply centres, there being no stocks of mention on hand, with conditions being such as to prevent accumulations. The fact that current trade is just moderate in domestic circles has no material result in the present quota-

(Continued on page 64)



THE Fall Season is the ideal time for painting and varnishing. Don't let your customers wait till Spring to have it done. Give them these good, sound reasons for using paint and varnish now:

—because of proper weather conditions.

—surfaces are now in their most receptive condition, practically every trace of moisture having been eliminated by the summer sun.

—the wood being dry it absorbs more readily and the paint holds better.

—a surface needing protection should never be allowed to go over the winter without it.

—property needs more protection during winter than at any other time.

The Save the Surface advertisements now appearing advocate Fall Painting. But this is not enough. Each merchant must put his own personal effort behind the idea if he is to get the best results.

The development of Fall painting ensures you a more evenly distributed and profitable Paint and Varnish business.

Save the Surface Campaign

43 St. Sacrement Street Montreal, Que.

84

If interested tear out this page and place with letters to be answered

WEEKLY PAINT MARKETS

(Continued from page 62)

tions, it being stated that heavier shipment to European consumers has been the chief fact responsible for higher prices at production areas. That the present firmness will remain more or less in evidence during the winter season is also the opinion expressed by certain distributors, the fact that producers enter the current period with little supplies on hand and also face restricted receipts at this time of the year, being cited as premier reasons for this viewpoint.

OIL PRICES FIRMING UP TO CURRENT LEVEL

Toronto

Local quotations on linseed oil are slightly firmer this week, although no change has been made in the average level in effect during the past couple of weeks. In quarters where decidedly easier prices were in evidence, however, it is noted that a tendency to increase and thus conform to the level of $1.10 for raw is now apparent. The general oil market is described as on a steady to firm tone, and although flax seed prices have continued to fluctuate more or less, the transportation of this product from the west is now reported to be showing signs of improvement. While an easier tendency in oil prices has been looked for in some quarters, it is significant that no large stocks of oil are accumulating and the demand is seasonably fair, with the trend of prices at present firm. More interest is being reported in future commitments.

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

MOVEMENT OF PAINTS WELL SPREAD OVER

Toronto.

The ideal weather experienced during recent weeks has been of great advantage to the fall movement of paints and varnishes. Added stimulus has been given the seasonal activity in these products at this time of the year through the fact that fall weather conditions have kept up remarkably well and as a result the current volume of business has been well spread out over a longer period than usual. Manufacturers and distributors describe the present movement as satisfactory, although a falling off in volume is naturally evident with the approach of winter.

WINDOW GLASS SALES IN BRISK VOLUME

Toronto.

A fairly good demand for window glass is now generally recorded, seasonal activity being in full swing. This degree of improvement in current sales has served to steady the domestic markets to some extent, while it is noted that the Belgian franc has remained on a steadier basis, this factor also having a tendency to strengthen the prevailing situation. Stocks in most cases are considered at a comparatively low level as the amount of window glass required for new buildings this year has taxed supplies in many quarters heavily. Therefore, certain best selling sizes are reported with a temporary shortage. During the prevailing season which is usually an active period, a steady to firm market condition is generally looked for.

Turpentine Price Reaches New High Mark

Quotations Register Two Further Advances During Week Thus Establishing Season's High Record —Domestic Markets Depending Upon Current Shipments—No Accumulation of Supplies Evident

TWO ADDITIONAL advances in turpentine prices during the past week place present levels on a new higher mark for the season. The revised Toronto level is $2.35 per gallon in one-barrel lots, a quotation which primarily represents the upward climb of prices at southern supply centres. A strong upward tendency has been evident during recent weeks, this condition being principally due to the heavier-than expected European demand. Recent reports from production areas indicate that the consumers' requirements in the United Kingdom have been largely responsible for current increases.

The advances, both in primary and domestic markets, have been almost too rapid for consumers to follow, and a spirit of hesitancy is evident over the prevailing levels. From the level of $2.20 reported in last week's issue of Hardware and Metal, the additional advance of ten cents per gallon as foreshadowed also developed. In addition to this, quotations have been generally advanced a further five cents, thus establishing a new season's record.

Distributors state that they are practically forced to keep advancing local prices in accordance with the rising levels of supply centres, as the market conditions for some time past have been such that no accumulations were possible. Stocks continue to be distributed as soon as shipments arrive, and it is further stated that heavier importations are difficult to secure in view of similar conditions prevailing at Savannah and other primary markets.

Current trade in turpentine is admittedly a little quieter since the price has shown such a tendency to leap upwards, but is seasonably fair. A firm outlook is generally looked for during the ensuing weeks, and while it is admitted that some slight recession from prevailing levels may develop, it is felt that any such declines will be of brief duration, and winter prices be on a higher average than previously expected. Producers point out that receipts from the woods are small and the viewpoint is also expressed in some quarters that seasonal requirements combined with export demand will likely sweep the markets clean of supplies before the early 1923 crop can be looked for. Revised local levels follow:

TURPENTINE—

1 barrel lots	2 35
2 to 4 barrel lots	2 34
5 gallon lots	2 50

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

PIG LEAD INJECTS FIRM PRICE TREND

Toronto.

The price of pig lead continues to remain in a firm position, and this tendency reflects to a greater or less extent on the current tone of white lead in oil. That some advances in the prevailing levels of this product might have developed if a heavier movement was seasonal at this period, is admitted in certain market quarters. It is pointed out, however, that the quieter session is now at hand. Quotations are firm but unchanged at $13.45 per cwt. in ton lots.

CANADA'S TRADE EXPORTS

(Continued from page 38)

ed increase, which is reflected in grand total, is found. During the first six months of the present fiscal year exports of domestic goods totaled $388,233,296 or an increase of $52,556,165 over the total for the first six months of the previous year, which was $335,677,131. The increase in September alone was over thirteen million. During the past month Canadian goods to the value of $71,592,628 found their way out of the Dominion to other countries while in September, 1921, the total exports were $58,263,182.

Turning to the import figures it is noted that goods to the total value of $363,915,736 were imported into Canada in the first six month of this year as compared with $378,815,250 in the same period a year ago. A comparison of the figures for the month of September shows only a slight increase in favor of 1922.

PRODUCTFUL FALL CAMPAIGN

(Continued from page 58)

of paint and a small brush. Help her in her painting problems, for you know she is quite apt to get the painting "bug."

The quarter pint can of paint and small brush frequently are the bait for a sale of 10 gallons of paint and several $5 or $6 brushes. By the use of display signs or other advertising, call the attention of your community to the truth of the above mentioned facts concerning the preservation of at least our own nation's wealth, if not that of the world.

WHEN you wonder why your customers ask for Pratt & Lambert Varnish Products remember the Pratt & Lambert advertising in MacLean's, The Saturday Evening Post, American, Good Housekeeping and House Beautiful. And, at the same time, don't forget that the quality in P&L advertising is more than matched by the quality in every P&L can — a fact that makes a great deal of difference with present-day buyers.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ont.

"Save the surface and you save all" Paint-Varnish

PRATT & LAMBERT
VARNISH PRODUCTS

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short . .		$10 00	$10 70
BB Caps . .			7 00
22 S Mush.			11 50
22 Long . .			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle .		14 00	17 50
25 Short ...	$23 50		
25 Long . .	33 00		
32 Short ...	23 50		
25/20 .	56 00		70 00
25 Colt Auto.			58 00
30 Mauser .			91 00
32 S. & W. .	38 50		42 00
32 S. Colt ...	38 50		
32 Colt Auto			63 00
32/20 .	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross . .			209 00
25/35 .			125 00
30/30 .			144 50
303 Savage .			144 50
303 British			190 00
32/40 .	102 50		121 50
32 Special .			144 50
32 Rem. Rim.			144 50
33 Win. .			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55 .	125 50		152 00
45/70-405 ..	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ % on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes. doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each..... 0 50
12 or less than 50 each..... 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30%.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.46.
Cut lace leather, Beardmore, $1.60 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16.....$6 00	18-16.....$12 00		
4-16..... 5 00	19-16..... 14 00		
5-16..... 5 00	20-16..... 14 00		
6-16..... 5 00	21-16..... 16 00		
7-16..... 5 00	22-16..... 16 00		
8-16..... 5 00	23-16..... 18 00		
9-16..... 6 00	24-16..... 18 00		
10-16..... 6 00	25-16..... 21 00		
11-16..... 7 00	26-16..... 21 00		
12-16..... 7 00	27-16..... 24 00		
13-16..... 8 25	28-16..... 24 00		
14-16..... 8 25	29-16..... 24 00		
15-16..... 9 50	30-16..... 27 00		
16-16..... 9 50	31-16..... 30 00		
17-16.....12 00	32-16..... 30 00		

Discounts from Standard List
Gilmour auger bits 25%
Do. special 40/5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, list, Aug. 1922.
Do., car bits, net prices.
Mephisto, Auger and Car Bits, net list.
Mephisto, electricians and expansive, plus 10 per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz. $7 50		$11 00
1—18 x 24 doz. 9 00		11 50
2—18 x 29 doz. 11 00		13 50
3—20 x 30 doz. 13 00		17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy $35 00	
No. 10, Daisy 40 00	
No. 33 ... ... 21 00	
No. 35 ... . 38 00	
No. 36 ... ... 43 00	
Perfection 40 00	

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe .....$	2 45
Diamond King (glass).....	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	6 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 45%
Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).....30%
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 strings .....$	6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars.....	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.

Per barrel .....$	3 63
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case .....$	8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0 .....$	12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft. ....$	13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1 ....$16 25
T. F., No. 2 ....$17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch 13	20	$15	40
7-16 inch	11 30	13	30
½ inch	10 20	12	40
9-16 inch	10 70	12	90
⅝ inch	10 30	12	55
¾ inch.	9 95	12	20
⅞ inch	9 60	11	80
1 inch	9 25	11	45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion, $1.20 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.

Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in. ..	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb...	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.



Read

what a Western Painter and Decorator writes us about

Muresco

This is the opinion of hundreds of good Mechanics,

NEED WE SAY ANY MORE?

E. E. HARRIS
RES. PHONE 4075

TELEPHONE 4984

E. E. HOOK
RES. PHONE 2801

HARRIS & COMPANY
WALL PAPER DEALERS
PAINTERS PAPERHANGERS DECORATORS SIGN PAINTING
GLAZING

912 ALBERT STREET
REGINA
SASKATCHEWAN

Oct. 7. 1922.

Messrs. Benjamin Moore & Co. Ltd.
West Toronto. Ont

Gentlemen;-

We have used Muresco in large quantities for the past fifteen years and wish to say that we are satisfied that there is nothing on the market today that compares with Muresco as a wall-finish.

MURESCO is strictly a hot water proposition, we mean by this that it is necessary that it be mixed with boiling water When allowed to cool and is thinned down to brushing consistency you have a piece of goods that will not show brush-marks, streaks or laps, will not rub off, crack or peel, and in finished appearance is equal to that of a flat-wall paint.

We believe that mechanics should appreciate muresco for its easy brushing qualities and superior hiding power especially.

We have sold a good deal of muresco to the public and they not only have been pleased with results but invariably become enthusiastic boosters which we believe to be the most effective advertising for any products today.

Wishing to congratulate you on your success in producing such a piece of goods and for maintaining the highest standard of quality throughout, we are

Yours very truly

HARRIS & COMPANY

Geo. E. Harris



Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe — Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 8" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Basement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.

Blacksmiths', List	each.	½ in. 2½ in. shank	each.
⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 50%

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Straight Shank, Wire, Taper Shank, Round Shank and Jobbers, 50 per cent.
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....60%
Kearney Foot Arcade 60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson ..... 30|5%
Black Diamond ..... 35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle .....$	7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30, 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	13	75
Do., No. 1	15	30
Do., No. 2	16	25
Stearns, 4"	12	40
Do., 5"	16	60
Perfect, No. 1	18	75
New Milo	12	50
Canada	13	25
Hatch	13	00
National	15	00
America	19	00
Great West	30	00

HATCHETS, SHINGLING—
No. 1 ..... 9 75
No. 2 ..... 10 75

HATCHETS, LATH
No. 3 ..... 10 00
No. 4 ..... 10 25

HATCHETS, BARRELING—
Nos. 50 and 60 ..... 14 00

HATCHETS ,CLAW—
No. 7 ..... 11 00
No. 8 ..... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 8 75
Heatray Heater (List) 11 00
Majestic, 1 burner 10 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, net doz. $88.20.
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind — Doz. sets
Clark's No. 1 ..... 1 90
Do., No. 3 ..... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs
4 inch .....$	1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 [illegible]
6 inch	1.53	1 [illegible]

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron 0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron 1-8	6 90	7 15
Heavy iron 6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-counter-sunk .....1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 81
Potts' nickel plated, per set.. 1 87
Potts' handles, japd. grs..... 17 50
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $6.75.
Classic, $8 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard .....$	0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only 0 28	0 30
Faultless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft. ...	0 49
Single and Fruit Picking	
10 ft. to 16 ft. 0 26	0 28
18 ft. to 20 ft. 0 27	0 29
F.o.b. Toronto, Hamilton, London.	
Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension	0 45
F. o. b. Toronto, London, Montreal, Stratford.	

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — per doz.
Short or Long Globe, plain.. 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Litle Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases ..... $1 05 doz.
3 doz. cases ..... $1 10 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 .....$ 2 00
Do., No. 3 ..... 2 50
Barn Door, No. 5 ..... 3 00
Do., No. 8 ..... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 29 00
Home, water motor 30 00
Whirlpool, water power 82 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ball bearing, with rack 22 75
Perfection, engine drive 69 00
Do., Electric 118 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 28 00
Partiot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, electric 145 00
Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—
Cutter, doz. ..... $ 9 75
Pick, doz. 9 75
F.O.B. Montreal.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90
Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion.... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles.. 10 00
Crank-Wringing 6 75
Self-Wringing, complete 4 00
No. 6, Sticks 1 35
No. 10, Sticks 2 00
No. 11, Janitor, ... 4 75
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt.....	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September, 19, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

"Save the surface and you save all" Paint & Varnish



"Save the surface and you save all" Paint & Varnish

RAMSAY'S

Paints and Varnishes stand out in the minds of consumers everywhere as the goods they want, either for immediate or eventual purchase.

RAMSAY Quality, effectiveness, service and durability are so well known to the public that they have become a positive asset to the RAMSAY Dealer—

Write, wire or phone for full particulars regarding our Agency Proposition—Do not procrastinate further as this opportunity of representing us means increased sales and naturally greater profits.

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors :

EDMONTON DISTRICT
Revillon Wholesale, Limited, Edmonton, Alta.

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

REGINA DISTRICT
Wood, Vallance, Limited, Regina, Sask.

NOVA SCOTIA
James Simmonds, Limited, Halifax, N.S.

If interested tear out this page and place with letters to be answered.

NAILS (Continued)
$1½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.65 base (nominal).
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size Capewell—	C Brand Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Per Box Lengths	of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs
Plumbers' in 50 lb. bales... 6 30
F.o.b. Montreal and Toronto

OILS	Toronto
Royalite, gal.	0 20
Palacine, gal.	0 23
Gasoline, net, gal.	0 31
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
List, less 16 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheatking	6 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19
PASTE—Solpar.	
Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES	Per case
5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38,25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 28

PIPE (Conductor)	Plain List
2 in. in 10-ft. lengths, list	$18 40
3 in., in 10-ft. lengths list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ..... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN	
King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC. 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets	$11 50

F. o. b. Toronto or Montreal.

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto. Hamilton and London.

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Coppered Rivets, net extras 2c lb.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, $2½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pks., 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.

Everlastic Multi-Shingles	
4 shingles. in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 21
Beaver manila, basis	0 19
British manila, basis	0 19
New Zealand hemp, basis	0 19
Sisal	0 17
Single lath yarn basis	0 17
Double lath yarn	0 17½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 53
Halyards, (basis)	0 46
Beaver Halyards, wht. pol. ¾ in. basis	0 30
Hemp, deep sea line, basis	0 46
Hemp, tarred ratline, basis	0 39
Hemp, tarred bolt rope basis	0 41
Marline and Houseline	0 41

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		55 %
Coach or lag screws	45	%

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in. $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in. $17.40.

PILKINGTON
BROTHERS ~ LIMITED



Architect—MR. SIMON
Contractors—JAMES McDIARMID & CO., LIMITED
Manitoba Parliament Buildings, Winnipeg. Glass supplied and glazed by "Pilkington."

GLASS

While our facilities are ample for handling contracts of the largest proportions, we recognize that the smallest order is important to the purchaser and to us.

We give prompt attention to orders large or small.

British standards of quality.

"PILKINGTON Quality is Unexcelled"

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THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

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HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office : St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDELS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00

Stove pipe thimbles, 60 per cent. F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National, stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00

TROUGH (EAVE)
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 59
Cones, 3-ply, lb. 0 52
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 .... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, plus 5 per cent.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, 5%.
Stove pipe elbows, black and galv. ten per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH
Tor. Lon. Mont.
Section, 1 lb. per 100 lbs. $3 00 $3 50 $3 50
Section, ½ lbs. per 100 lbs. $3 00 3 75 3 50
Solid, 3 to 30 lbs. per 100 lbs. 2 60 3 15 2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 ..... 0 30
No. 14 .... 0 40
No. 15 ..... 0 55
No. 16 ... . 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net. per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.
Stovepipe Wire:
No. 18... .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal. St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60, 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels ...	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

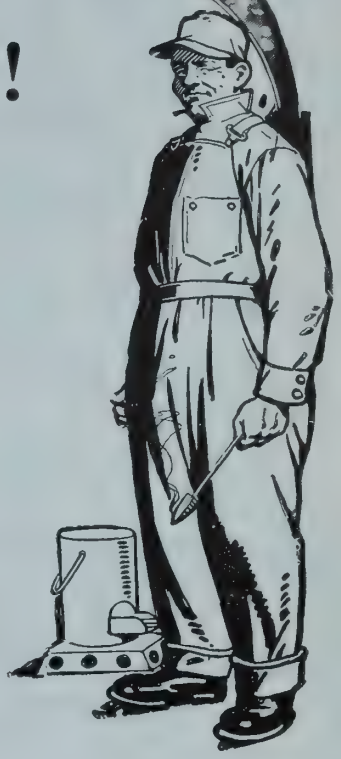
Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 382

CAUGHT SHORT!



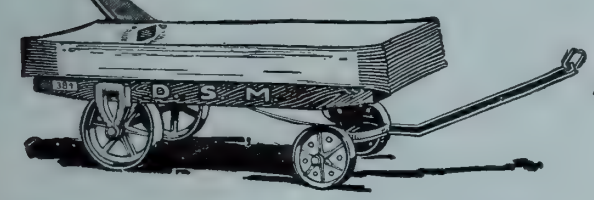
Mighty embarrassing for you to have a good profitable job heave into sight and find you haven't enough Galvanized Sheets to care for it.

Avoid trouble and loss by telling your jobber to order from our big stock.

All gauges 14 to 30
Standard widths and lengths
Ready for immediate shipment.

Every jobber can avail himself of our stock and direct shipments.

TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Do You Want The Brush Business?

The day is past when painters bought cheap brushes.

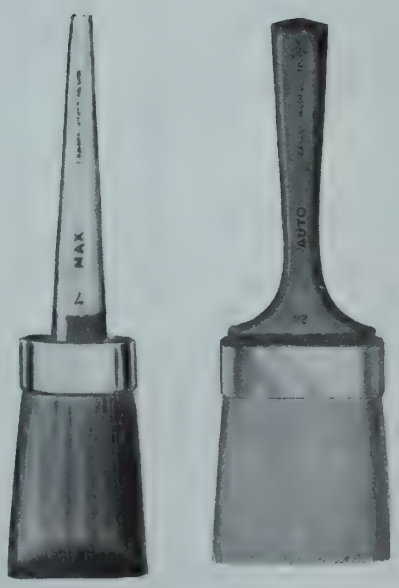
They realize good brushes mean good work. To-day painters take pride in their brushes and in their work.

You as a dealer can profit by this demand.

CANADA Brushes are recognized everywhere as GOOD Brushes—they satisfy—they are absolutely guaranteed.

If you are not already selling CANADA brushes it will pay you to get our dealer proposition.

Do this to-day. Write us about your Spring order.



CANADA BRUSH COMPANY Limited

Head Office and Factory:
St. John, N. B.

Montreal Branch: 17 St. Gabriel St. **Representatives: St. Michel, Ltd.**

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Sienna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Dutch, S. W. 6 36
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
Jamieson & Co. Glitrox 6 10
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 10
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 55
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots ..... 16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto, 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	12 00	13 45
Champion, pure ...	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lbs., casks.....$ 9 75
Genuine, 100 lb. casks..... 10 75
Less quantity 11 75
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P., Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors . 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,..	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00

Everjet Black Enamel—

Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
lb. tins, per lb..... 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb..... 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb..... 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams .. .	1 45	1 65
B.-H. Anchor	1 45	1 65
Jamieson's Creosote ..	1 54	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.....	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine, Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 07
Scar-Not S.W... ..... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
½ gal. package, per pkg... 0 52½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	8 50	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 60

Hygienic Kalsomine per 100 lbs.
300 lb. bbls. 7 00 8 00
100 lb. kegs 8 00 9 00
Cases of 25 pkgs. .. 10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fanc, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax .....$ 0 45
Berry Bros. 0 60
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



Deco-Tint Products

DECOTINT—A sanitary cold water paint for walls and ceilings.

HAT-BRITE—Straw Hat Enamel.

POLISH-OL—Auto and furniture polish.

METAL-BRITE—A metal polish for all metal surfaces.

DECO-WAX—A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

H+W

Twenty-Two Beautiful Tints for Your Customers to Choose from

DECOTINT solves the old, old riddle of how to secure permanently beautiful interior walls and ceilings at little cost.

Decotint—so inexpensive, so artistic, so sanitary—in a range of twenty-two beautiful tints from among which it will be so easy for your customers to select the color combination they most desire.

Decotint is put up in handy-sized packages and is ready for use with the mere addition of cold water. It is very easy to apply and is extremely durable, retaining its original brightness and beauty indefinitely. Unlike cheap kalsomine paint it will not chalk or rub off on the clothing.

Order a supply now and let your customers know you handle this and the other Deco-Tint Blue Labeled products listed here.

THE DECO-TINT COMPANY
897 Centre Street
MONTREAL

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg. $11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Leamok List	Smokeless List
BB Caps			$ 7 00
22 short	$10 00		10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	14 00		17 50
25 Short ..$22 50	.....	.....	.....
32 Short .. 28 50	.....	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt . 33 50	.....	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
32 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.....	.....	.....	160 00
220 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
30 Rem. Rim.....	.....	.....	144 50
38 Win.	.....	.....	190 00
35 Rem. Rim.....	.....	.....	159 50
351 Self Ldg.....	.....	.....	121 50
44/65	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per dozen	
3/16.....	$6 00	18/16....	$12 00
4.....	5 00	19	14 00
5.....	5 00	20	14 00
7.....	5 00	22	16 00
6.....	5 00	21	16 00
8.....	5 00	23	16 00
9.....	6 00	24	18 00
10.....	6 00	25	21 00
12.....	7 00	27	24 00
11.....	7 00	26	21 00
13.....	8 25	28	24 00
14.....	8 25	29	27 00
15.....	9 50	30	27 00
16.....	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00		$14 40
Double Bit		17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's, 8, 9, 10 per lb. 0 59

DRILLS
See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH
Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 8	1 90

GRINDSTONES
Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.
Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.80.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$	2 00
Mrs. Potts' No. 50 set	2 20

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning ... .$	17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft. 30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102 ... ...$	1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 15
Boiled	1 18

MACHINES—WASHING

	Each
Dowswell ... ...$	9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$	16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt .. ..$	9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 90
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			$7 25
No. 5 .....$	5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75



"Diamond A" Quebec Heater, (with taper pipe).

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

"DIAMOND A"
QUEBEC HEATERS

Are well built, and great heat producers. Has sheet steel body, brick lined, triangular grates, large ash pit. In fact, it embodies all the latest improvements in this type of heater. A taper pipe, tapering to 6 inches, is included with each heater. You can strongly recommend this heater to your customers, confident that they will be fully satisfied.

Write to-day for our catalog of stoves and heaters with illustrations and descriptions.

The J.H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

CARTER'S

GENUINE

Every Paint Buyer Knows Carter's

The good qualities of Carter's Genuine Dry Red Lead are recognized by every Canadian Painter.

When mixed with pure Linseed Oil it flows freely from the brush and is a most durable and economical protection for metal work of every description.

Keep Carter's always in stock. The complete line includes — Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Avenue, Montreal

DRY RED LEAD

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. .....$ 6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM
U. S. Navy, bale, 50 lbs.....$10 00
Plumbers, bale 50 lbs. 4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 34
White Rose Gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy..	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor .	1 10
National Steam Cylinder .	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB.....	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium..	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color..	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White.....	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White.....	3 70
Sanitone "C.P." Colors.....	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in	122 86	159 70

PLASTER PARIS
Per barrel 6 75 7 50

PLATES, CANADA
18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 165 x 2½ ... .$ 2 15
No. 165 x 3 ... ... 3 25

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each.; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.....	5 75
1½ lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—
Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.
Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.
Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.
Lath yarn, 18½c.
Cotton Rope—3-16., 0.50; ¼ in. and up 48c.

SANDPAPER	B & A Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 15
1½	0 52½	7 54
2	0 61	10 95
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS
Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 87½%.
Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12 25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones. D. H.. Rd. Pt.. $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each
Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT
Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL
S.eighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE
$2.15 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	$ 0 50
Cotton, 3-ply balls	0 54
Cotton, 4-ply cones	0 54
Cotton, 4-ply balls	0 57½

VARNISHES—

Stephens' Luminette, gal. ..	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—
Scotch grey graniteware.
Colonial, Imperial, Pearl, 30 and 2½% off.
Premier, Canada, Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50 per cent.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—
Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12. $4.95.
Painted black screen in 100 ft. rolls, $3.10 per 100 sq. feet.

WIRE—PLAIN
Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.
Brass snare wire, per lb., 50c.

WIRE—ANNEALED
No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT
Agricultural—
6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9 00; 15 in., $12.00
Perfect Handle
6 in., $15.00. 8 in., $17.50.

WRENCHES—PIPE
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Stillson—50% off list.

	—Dozen— Black, N P	
Always Ready		
No. 1	$3 75	$4 10
No. 2	5 25	5 50

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New Era	76 50
Universal	49 50



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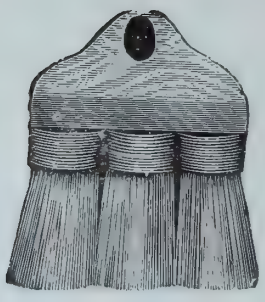
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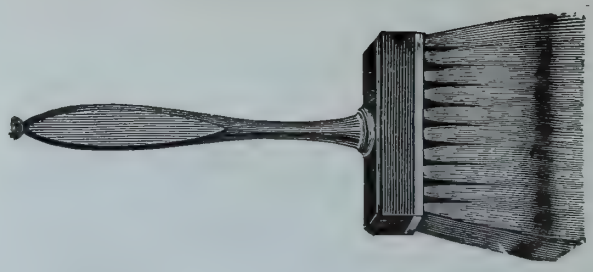
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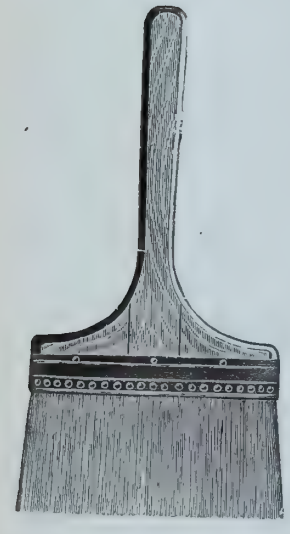
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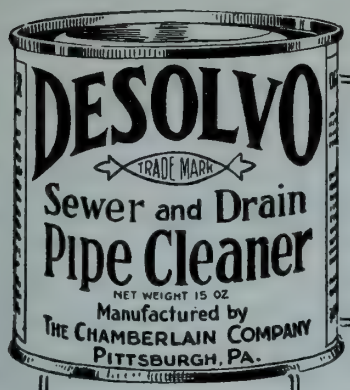
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Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Deon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
C. C. Craig Co., Ltd., Winnipeg, Man.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOORS
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.
W. Walker & Son, Ltd., Toronto, Ont.

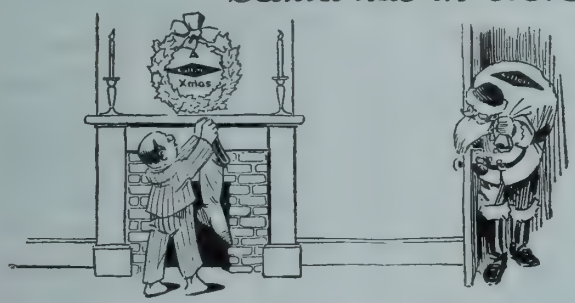
DOOR HANGERS
Taylor-Forbes Co. Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

Stocking up and Stockings up



Says the Wise Old Owl

Hang up the Gillette stocking,
For Santa Claus is knocking-
Knocking at the moment at your door
And your stocking must be wide
If you want to get inside
All the Christmas trade that
Santa has in store.



Now is the time to hang up your Christmas stocking—to get ready to make Christmas, 1922, **your** biggest Christmas yet.

The Gillette shaving service is your Christmas stocking. It will make your Christmas profitable and in 1923, and the years to come, your customers will be calling on you again and again for blades.

The Christmas buying will start very soon now, and, from now on until Christmas, your Gillette sales will be on the jump.

A representative stock means that you will not lose a single sale.

Sort up now and, in making your selection, remember the feminine element in Christmas buying. More than 60% of the Gillette razors bought at Christmas are bought by women.

Every Gillette buyer—New Improved or Brownie, is your future customer for blades.

Gillette Safety Razor

The New Improved $5.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

The Brownie Gillette $1.00

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If Interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Monchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T Wright Co., Limited, Hamiton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B
The Hall-Zryd Foundry Co., Ltd., Heepeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

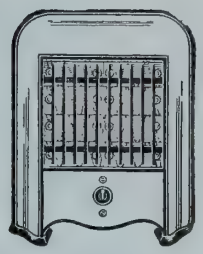
Your Opportunity

Don't get the idea the Heatray sales depend upon scarcity of coal—they do not.

There is a good hungry market for them always. Yet this winter, the necessity of conserving fuel is your opportunity for the biggest sales in history.

The more you **push** HEATRAY and other National Electric Heaters—the more you will sell.

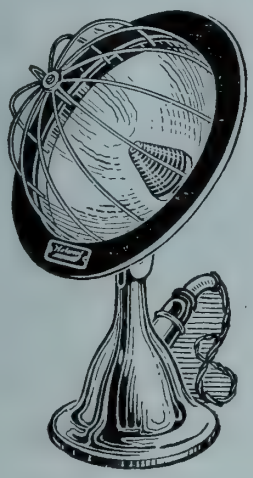
National Electric Heaters are better sellers because they are better heaters for the price. Make comparisons.



National Electric Bungalow-type Grate Sizes 14 x 18 inches. Choice of any standard finish, $22.75.

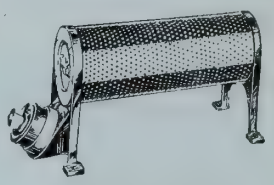


National Electric Mantel-type Grates Choice of two sizes and three styles.



Have you got a Heatray demonstrating its powerful heat in your store? Are you showing the line in your windows?

Have you Catalog "D"? It shows our complete line and will interest you. Write if you haven't got it.

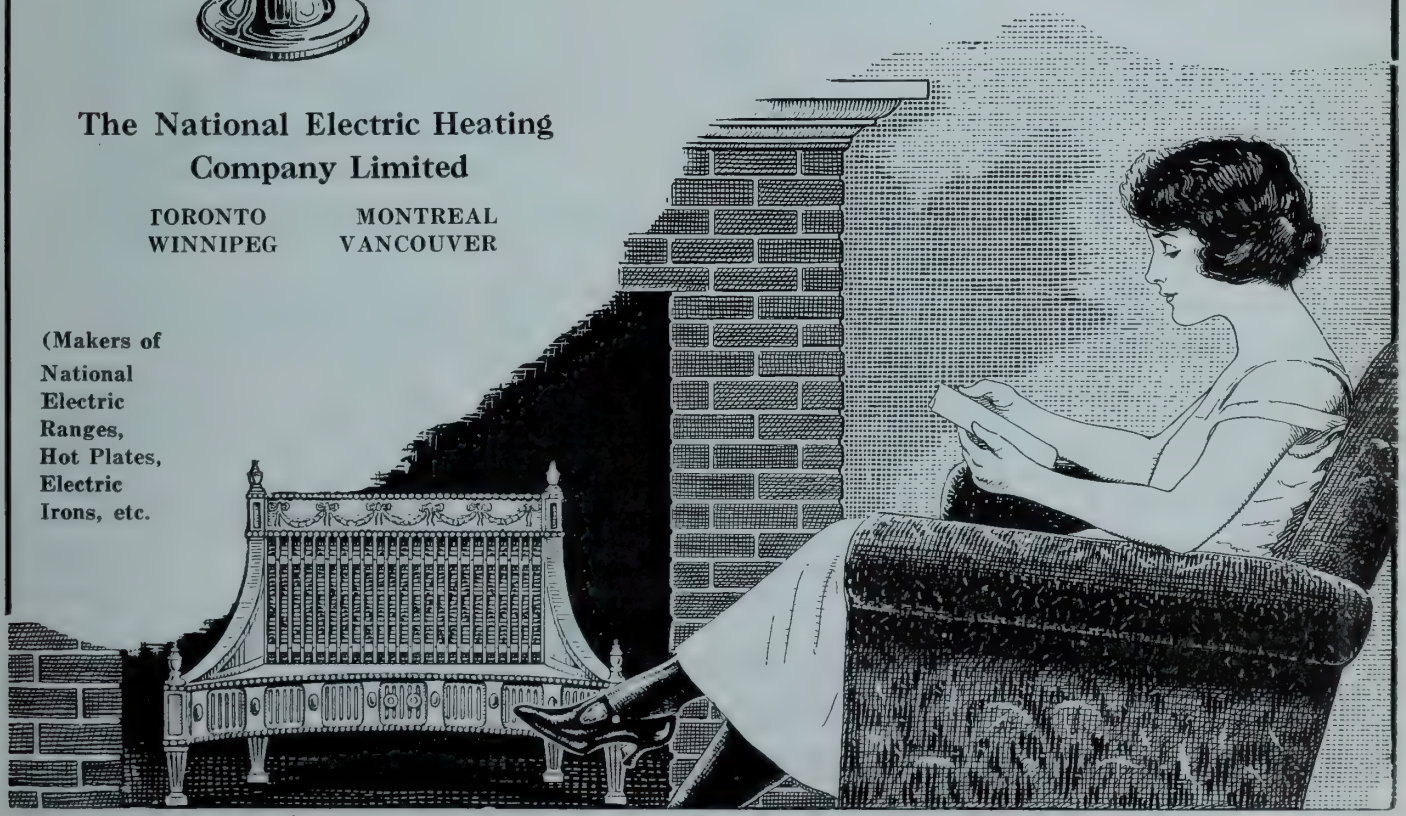


National Electric Type "C" Air Heater. Many styles and sizes.

The National Electric Heating Company Limited

TORONTO MONTREAL
WINNIPEG VANCOUVER

(Makers of National Electric Ranges, Hot Plates, Electric Irons, etc.



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Christopher Johnson & Co., Sheffield, England.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
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Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

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W. Walker & Son, Ltd., Toronto, Ont.

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Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

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The Coleman Lamp Co., Ltd., Toronto, Ont.

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E. T. Wright & Co., Limited, Hamilton, Ont.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

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John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

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The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Congoleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
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North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
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The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
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Canada Paint Co., Montreal.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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Walter Woods Ltd., Hamilton, Ont.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
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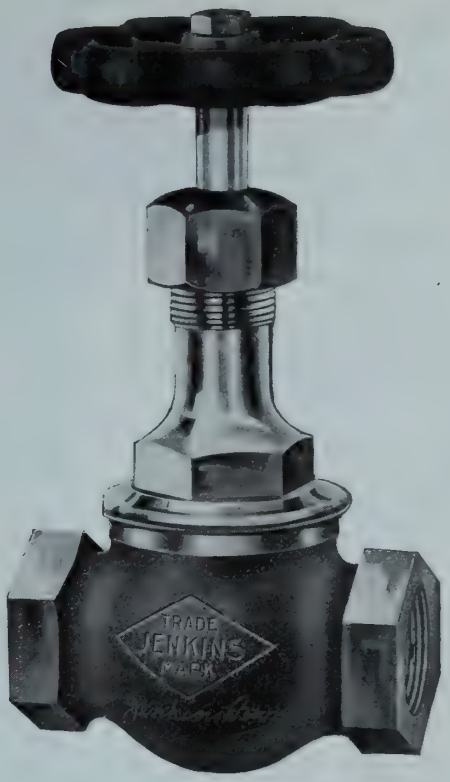


Fig. 106
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Steel Co of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

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United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

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B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

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The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

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C. C. Craig Co., Ltd., Winnipeg, Man.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

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Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

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Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

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Canada Foundries & Forgings, Brockville.

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co . St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

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The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

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Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

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Electro Castings, Limited, Collingwood.

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Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

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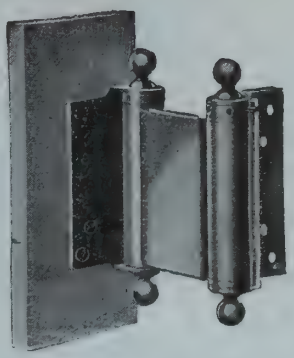
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Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

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Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

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Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

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Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

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The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
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Geo. W. Reed & Co., Montreal, Que.
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Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

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D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

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The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

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Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

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SKI
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SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
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Warren Forge & Tool Co., Warren, Ohio.

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Smith & Hemenway Co., Inc., Irvington, N. J.

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SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

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The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

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The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill.

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Gendron Mfg. Co., Toronto, Ont.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

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A. J. Reach & Co., Ltd., Brantford, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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B. J. Coghlin Co., Ltd., Montreal, Que.

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SPRING CLIPS
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SPRINGS:—WHIFFLETREE
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SPRINGS:—COMPRESSION, EXTENSION, TOR-
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McArthur-Irwin, Ltd., Montreal, Que.
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N. Slater Co., Ltd., Hamilton, Ont.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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Steel Co. of Canada, td., The, Hamilton, Ont.
Western Wire & Nail Co., London.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
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Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

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National Electric Heating Co., Ltd., Toronto, Ont.

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The Standard Meter Co., Limited.

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The Standard Meter Co., Limited.

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N. Slater Co., Ltd., Hamilton, Ont.

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Gutta Percha & Rubber, Ltd., Toronto.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

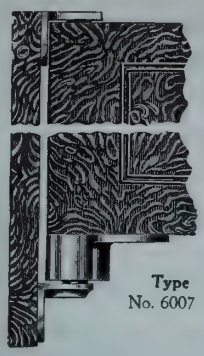
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TOBOGGAN CUSHIONS AND ACCESSORIES
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North Bros. Mfg. Co., Philadelphia, Pa.
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Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.



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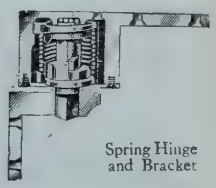
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Top Socket

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It has Ball Bearings.
No matter if the gate is heavy or wide, it will swing it easily, without sagging.
The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.
Backed by a world-wide reputation.



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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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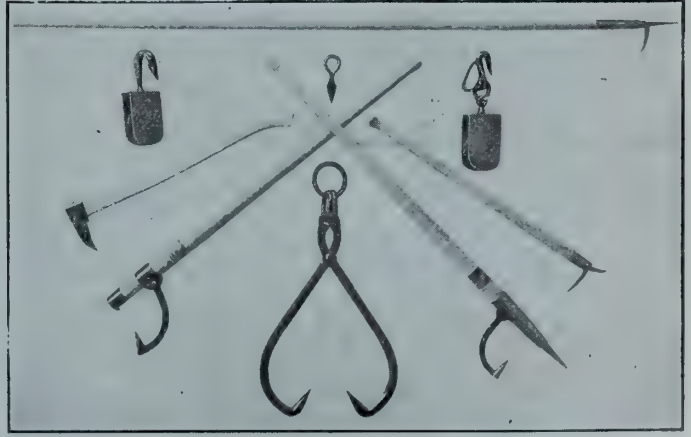
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Pembroke Ontario

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TRAPS GAME
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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The Wsetern Wire & Nail Co., London, Ont.

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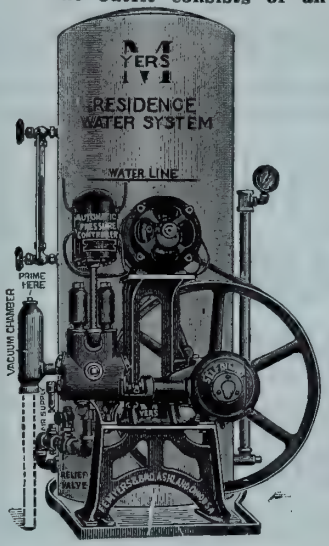
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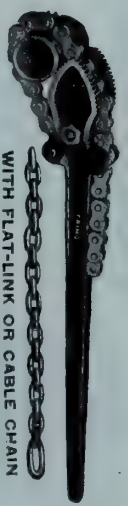


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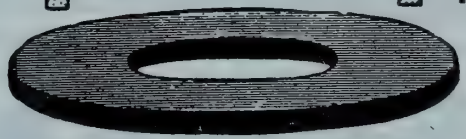
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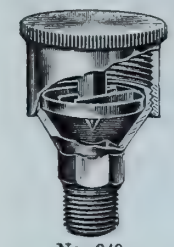
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A light, strong cup drawn from sheet metal. The locking device is entirely inside, nothing to catch dirt. Made in seven sizes and all finishes.



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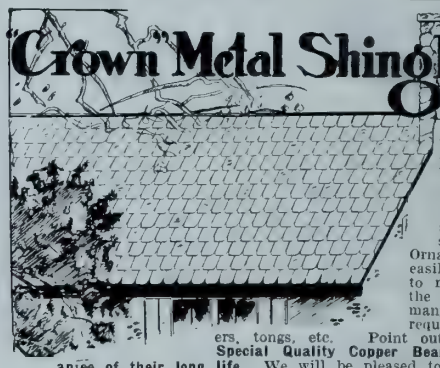
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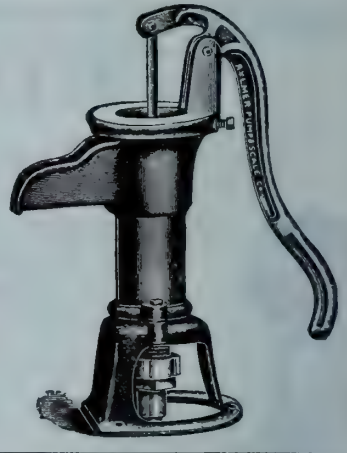
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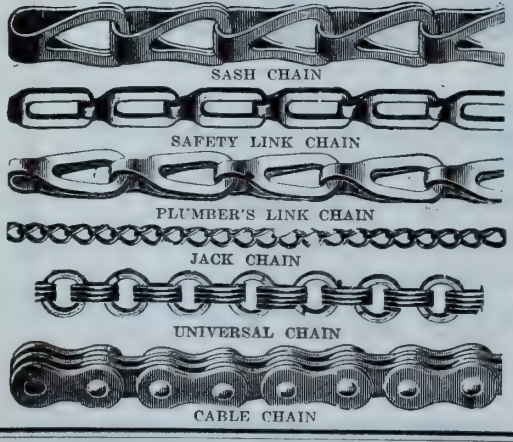
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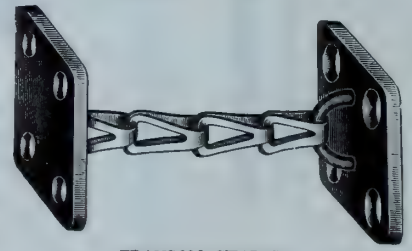
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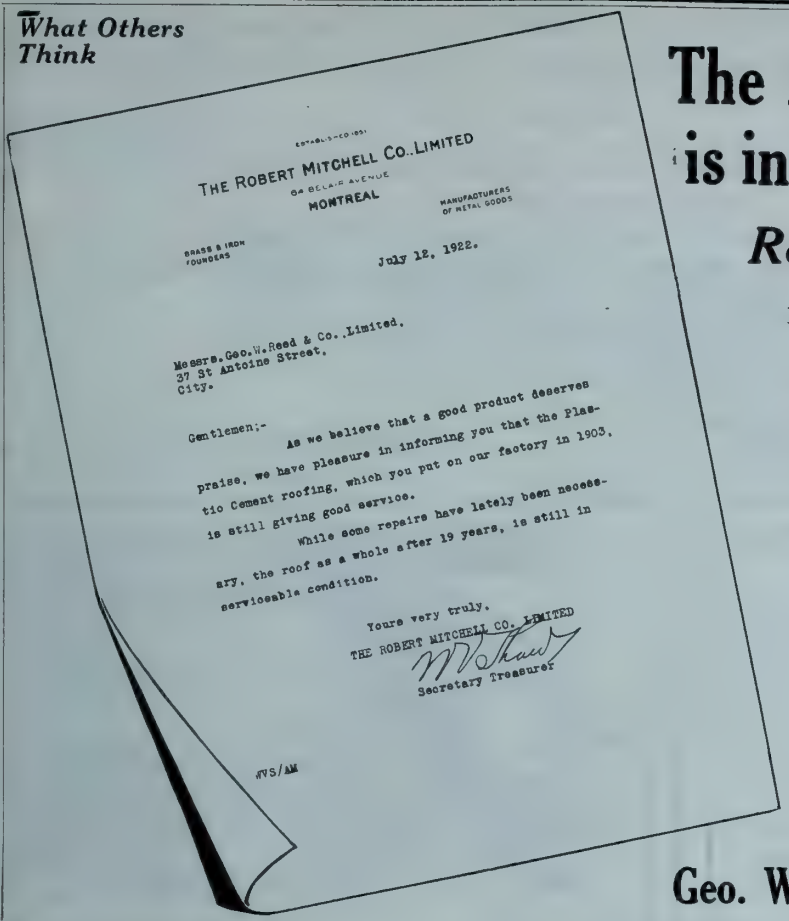


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MANUFACTURERS OF METAL GOODS
BRASS & IRON FOUNDERS

July 12, 1922.

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While some repairs have lately been necessary, the roof as a whole after 19 years, is still in serviceable condition.

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REED'S ROOFING CEMENTS are put up in convenient 5 and 10 lb. tins for household use, and in 100 lb. drums, half-barrels and barrels for industrial purposes.

The Cements are the result of our 70 years' experience in roofing. They are plastic, elastic, water and weather proof, and are absolutely unaffected by climatic changes.

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Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

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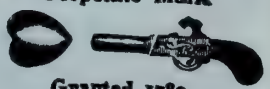
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New Catalog on request

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World's Largest Ski Manufacturers.

Black and Galvanized Stove Pipe Elbows and Canada Plates.

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Large stock of galvanized sheets, black sheets, zinc, copper, bolts, rivets, stove pipe wire, dampers, registers, roofing, local vent fittings, expansion tanks, etc.

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WHEN WINTER COMES

Extreme cold and windy weather brings urgent need for C. & L. Torches and Fire Pots for thawing frozen pipes and repair work. Order now and be prepared or this business may go to your competitor. Improved Double Needle Torches give the best satisfaction. They produce 300 degrees more heat and have all of the latest improved features. No. 208 is quart size, No. 210 pint and No. 208 two quart capacity. Jobbers supply at factory prices. Ask for a catalogue.

No. 206 TORCH. List Price Each $32.00. Ask for Discount.

CLAYTON & LAMBERT MFG. CO.,
10615 Knodell Ave.
DETROIT, MICH., U. S. A.



No. 9990

COCK KNIFE

Corporate Trade Mark Granted 1772

Rawson Brothers

SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO., Ltd.
281 McDermot Ave. - WINNIPEG

Stocks Always on Hand



"ST. LAWRENCE" Wooden Rim Enamelled Steel Bath.

"The Quality Steel Bath"

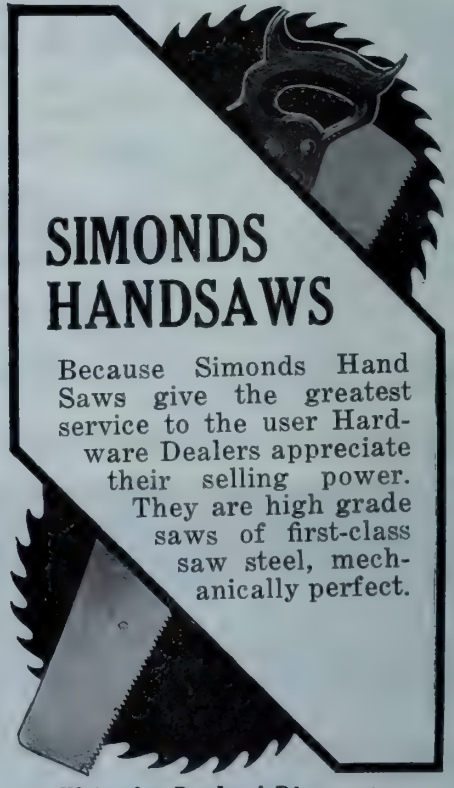
We have pleasure in presenting to the trade our "ST. LAWRENCE" Wooden Rim Enamelled Steel Bath, made of strong Galvanized Sheet. Best procurable Birch Rim. Full Height Cast Iron Legs. Nickel Plated Waste and Overflow with Chain and Plug.

The Leader in Quality & Finish

Large stock on hand. Shipment made promptly. Write us for further information and prices.

ADOLPHE HUOT, LTD.

63 Dalhousie St. Quebec, P.Q.



SIMONDS HANDSAWS

Because Simonds Hand Saws give the greatest service to the user Hardware Dealers appreciate their selling power. They are high grade saws of first-class saw steel, mechanically perfect.

Write for Dealers' Discounts

Simonds Canada Saw Co., Limited

"The Saw Makers"
MONTREAL, QUE.
St. John, N.B. Montreal, Que.

If Interested tear out this page and place with letters to be answered





Strength and Durability

—is what counts in every walk of life. The former denotes power, showing that the possessor has the necessary qualifications to "accomplish."



With it must be "Durability" that which testifies as to the ability to stand up under the test of time. Aero Cordage possesses both. For sash cord, clothes lines, signal cord, tow lines, anchor cables, bell cord, whistle cord, trolley cord, awning cord, etc., be sure you specify "Aero" because it will pay you.

Put up in hanks and coils.

Aero Cordage is made by covering special twisted fibre core with braided multiple plies of cotton under high tension.

The only truly weather, rot and stretch proof cordage made.

AERO CLOTHES LINE PULLEYS

Made of wood—are self-lubricating and work smoothly and noiselessly.

They are weather proofed to repel moisture—they will not freeze up. The large axle and bearing make AERO Pulleys capable of carrying heavier loads than any others —and the space between the groove and guard allows the knots to pass freely. Made in two sizes, 2¾ in. and 6 in.

Order from your jobber.



The Aero Mfg. Co., Limited

Lennoxville - - Quebec

WESTERN AGENTS:

The H. L. Perry Co., Limited - Winnipeg, Man.

If Interested tear out this page and place with letters to be answered

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in Western Canada. Electric Lights, Sewer and Water. Centre of excellent farming district. Crop failures unknown. Good railway service. Store is located on best corner in town. Seven thousand cash required to handle this deal. Write Box 11, Hardware and Metal, Toronto.

STOVE AND FURNACE REPAIRS — COAL and wood linings to fit nearly all makes of stoves; write for complete list and prices. Grundy Bros., Strathroy, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. Inside dimensions and prices are as follows: 15″ deep, 2 ft. 5″ wide, 3 ft. 11½″ high, fitted with built-in- compartment. Price $250.00. 18″ deep, 2 ft. 8″ wide, 4 ft. 5″ high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

SITUATIONS WANTED

FIRST-CLASS HARDWARE SALESMAN, 26 years old, single, ten years' thorough experience, seeks position with progressive Western or Ontario firm. Box 381, Hardware and Metal, Toronto.

HELP WANTED

WANTED—HARDWARE CLERK 2 OR 3 years' experience. References required. Salary $20 per week. Box 20, Hardware & Metal, Toronto.

WANTED

WANTED TO PURCHASE—GOOD HARDware, location town over five thousand population. Province Ontario. Mail full particulars to Box 891, Hardware & Metal, Toronto.

WANTED—HARDWARE BUSINESS, TEN TO twenty thousand or would consider good partnership. Experienced. Cash terms. Box 374, Hardware & Metal, Toronto.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

BUSINESS FIRM WITH GOOD CONNECTION desires specialties for Hardware trade. If you have anything attractive to offer, write Box 395. Hardware & Metal, Toronto.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE & METAL'S

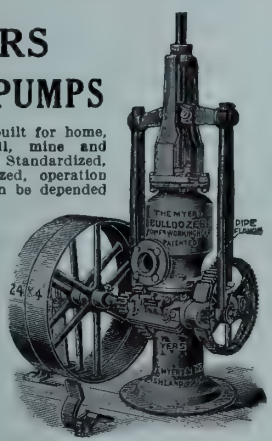
unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS POWER PUMPS



Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

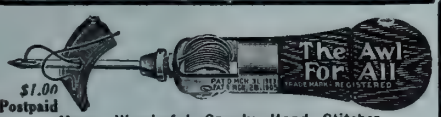
Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Machauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.



$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher
Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.
C. A. MYERS COMPANY
6326 Woodlawn Ave. Chicago, Ill., U.S.A.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS
Distributors for Ontario: WHITES LIMITED, Collingwood

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

IT PAYS A DEALER to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell



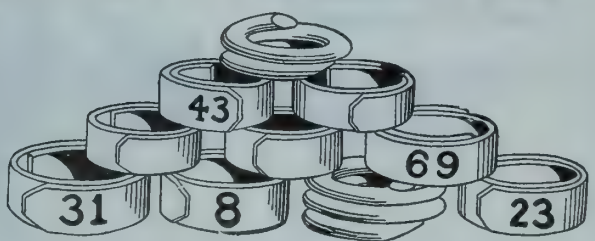
Products, it embodies the most approved modern features—quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.

MAXWELL'S LIMITED
St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co.
290 St. Paul St. West.

POULTRY LEG BANDS





Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE



Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes



Three Spiral Bands a real good substantial band

in Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

THE RIDEAU SPECIALTY CO.,

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

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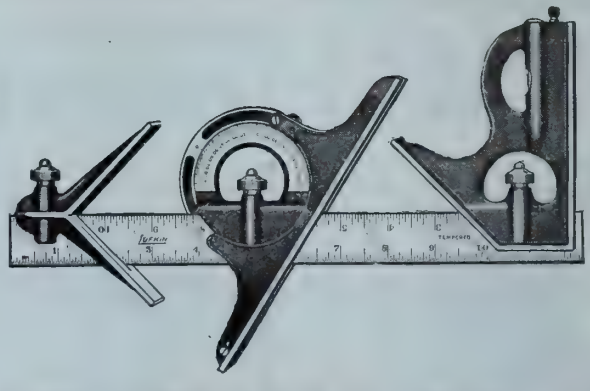
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LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.
On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE — LUFKIN — MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Extend Your Clipper Sales—
Sell Every Prospect

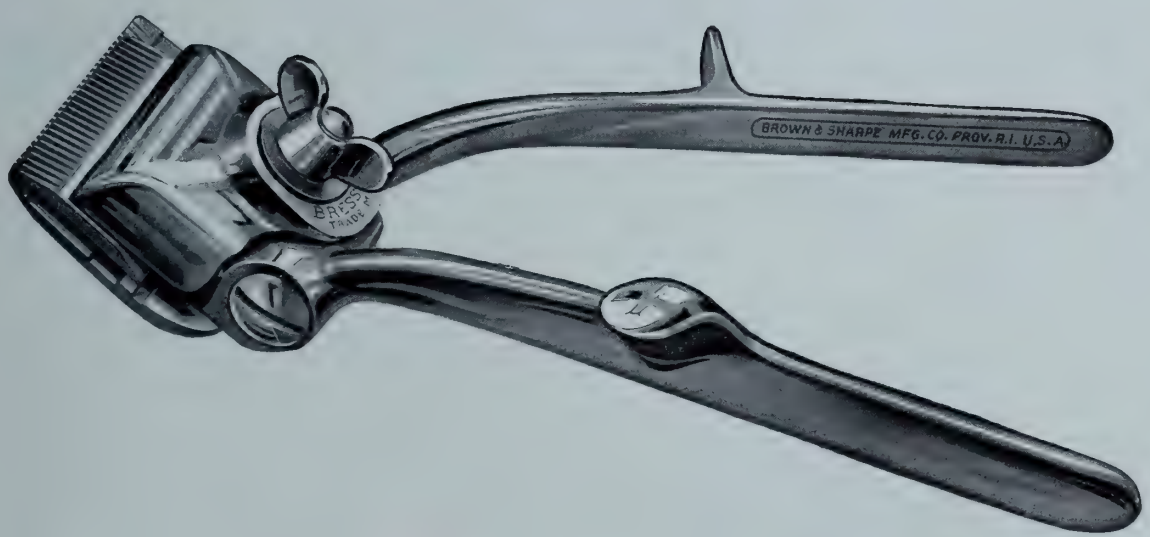
THERE is a big field for the dealer who sells Brown & Sharpe Hair Clippers—a field of countless prospects; people who cut their children's hair at home, men with beards, barbers, actresses, girls with bobbed hair, hospitals, etc.

Close cutting qualities, natural grip, correct balance and long life are real reasons why Brown & Sharpe Hair Clippers give complete satisfaction. There is a size for every requirement, from No. 000 which cuts next to shaving to No. 3 which cuts hair 5/16″ long. The "Bressant" is a popular model, taking six sizes of plates, Nos. 000, 00, 0, 1, 2 and 3. The 000 and 00 are becoming especially popular, providing an ideal combination—close cutting clippers with wide plates and indestructible springs.

Every Brown & Sharpe Hair Clipper you sell makes a satisfied customer for you, and a prospect for future sales. The type of men who buy hair clippers for family use are usually good prospects for your other lines.

There is a big field almost untouched for the dealer who sells Brown & Sharpe Hair Clippers. Envelope Stuffers on the new No. 000 and No. 00 "Bressant" sizes, imprinted with the dealer's name, furnished when requested.

BROWN & SHARPE
HAIR CLIPPERS



CUT BEST—LAST LONGEST

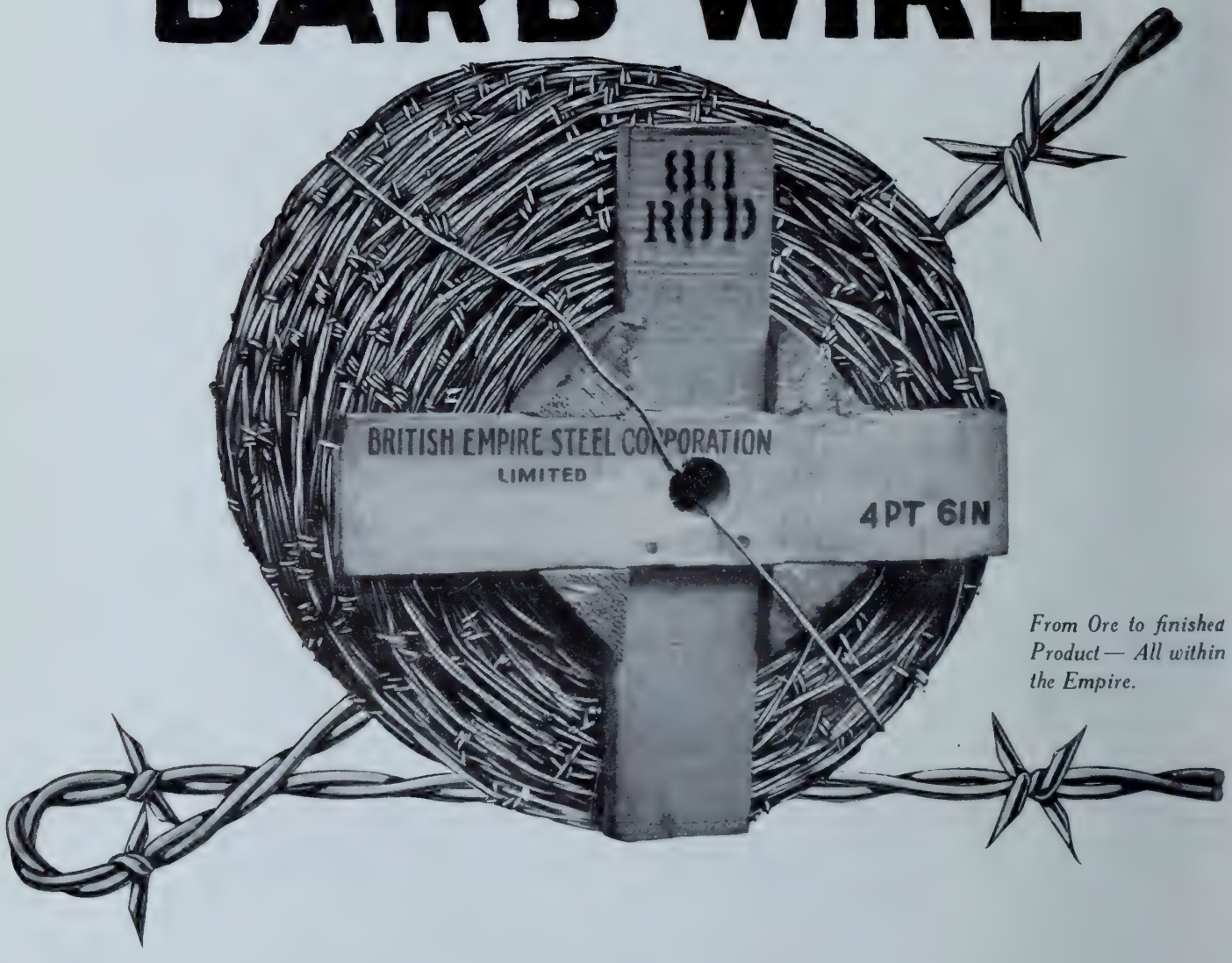
No others give as complete satisfaction as Brown & Sharpe Hair Clippers.

BROWN & SHARPE MFG. CO.

Providence, R.I., U.S.A.

DOMSTEEL

BARB WIRE



From Ore to finished Product — All within the Empire.

We manufacture all the Standard types of Galvanized Barb, Galvanized Twist and Galvanized Coil Spring Fencing Wire.

DOMINION IRON & STEEL COMPANY, LIMITED

A Unit of the

BRITISH EMPIRE STEEL
CORPORATION LIMITED

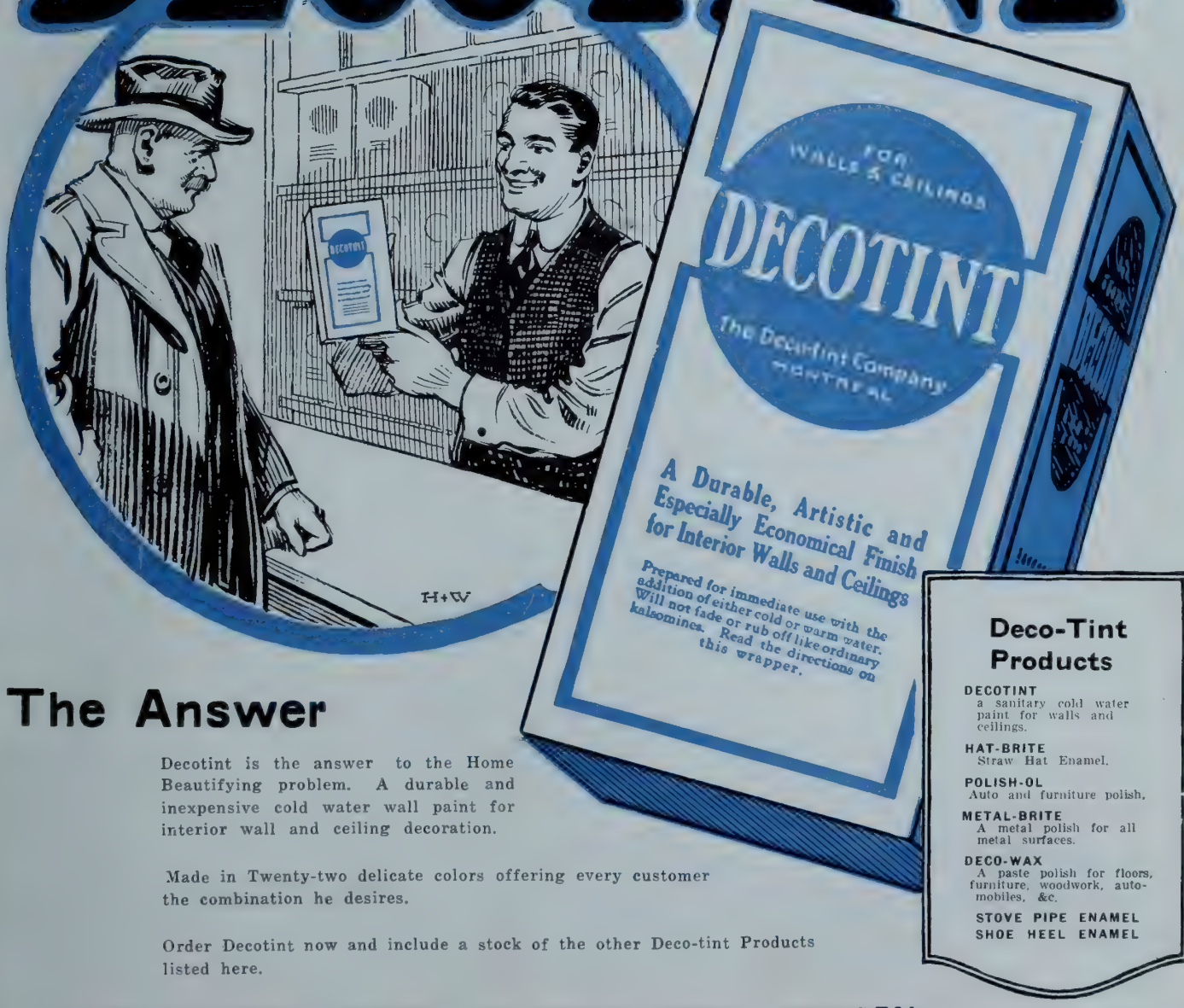
CANADA CEMENT BUILDING MONTREAL, CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 44 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA November 4, 1922

DECOTINT



The Answer

Decotint is the answer to the Home Beautifying problem. A durable and inexpensive cold water wall paint for interior wall and ceiling decoration.

Made in Twenty-two delicate colors offering every customer the combination he desires.

Order Decotint now and include a stock of the other Deco-tint Products listed here.

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL

SHOE HEEL ENAMEL

THE DECO-TINT COMPANY, 897 CENTRE STREET, MONTREAL

EVEREADY

FLASHLIGHTS & BATTERIES

Will Add Greatly to Your Christmas Sales Profits

EVEREADY advertising will this year turn a large portion of the Christmas Gift Trade to Eveready dealers. A smashing poster campaign will be on the boards a month before Christmas. Right on top of this comes a nation-wide advertising campaign in the newspapers and magazines. Attractive window displays and some wonderful sales helps are ready for your use.

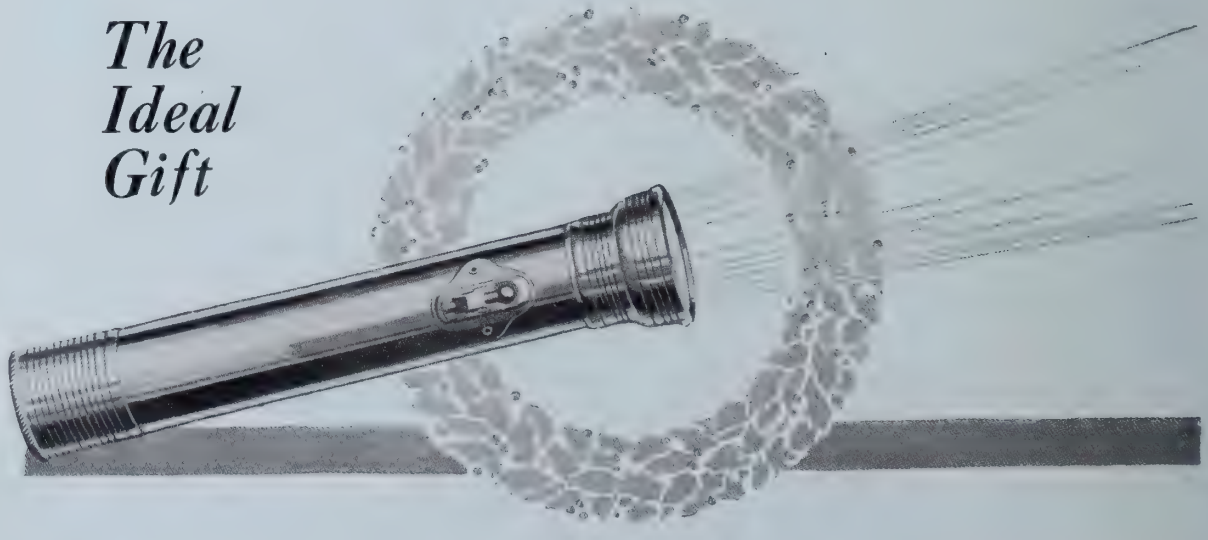
All to help you sell more Eveready Flashlights this Christmas than have ever been sold before. Eveready Flashlights are ideal gifts for every member of the family—and every man, woman and child in Canada is going to know about it before another month has passed.

This is the biggest undertaking in our history, and it is going to mean *real money* for every retailer who gets in line with the Eveready Christmas Drive.

Ask your Jobber for full particulars—how you can get a generous share of the Profits Eveready Dealers will make this season. He will be glad to tell you about it.

CANADIAN NATIONAL CARBON CO., LIMITED
Montreal Toronto Winnipeg

The Ideal Gift



10-TE

SAMSON AXES



Samson Axes are made of the very highest quality double refined crucible cast tool steel which will hold a sharp cutting edge, every axe is carefully inspected and Fully Guaranteed.



H. S. HOWLAND SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered

New Christmas Lines



Hundreds of thousands of Canadians buy Christmas gifts every year in hardware stores. The hardware man's revenue from this business could be considerably increased by simply introducing Diamond Ware, Pearl Ware and Crystal Ware as Christmas Gift lines.

In your neighborhood there must be a large number of homes where the housewife is doing her daily kitchen work with an incomplete set of cooking utensils. Suggest to your customers that a most thoughtful Christmas gift would be the "filling up" of this set with Diamond, Pearl or Crystal Ware, or else the gift of a complete new set of SMP wares.

The idea is a really good one. It means a big turnover in lines that in previous Christmas seasons slowed up through the hardware men pushing other lines.

We are backing this idea with heavy Fall and Christmas season advertising in the newspapers of Canada. A little co-operation from SMP dealers will net very satisfactory results.

Holly Boxes. Roasters in Pearl, Crystal and Lumino Wares are put up in Holly Boxes. Also nickel-plated tea kettles and Hot Blast Electric Heaters. Specify Holly Boxes when ordering. No extra charge.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If Interested tear out this page and place with letters to be answered



Ingersoll WATCHES

Announcement

THIS is to tell you officially that we have purchased the assets of Robt. H. Ingersoll & Bro., including trade marks, trade names and good-will.

We shall market in Canada, under the name INGERSOLL WATCH CO. Inc., the complete line of Ingersoll watches—and at ***New Reduced Prices,*** effective immediately.

Thus the fame and prestige of Ingersolls and their quick saleability, are joined with the factory facilities and financial strength of the Waterbury Clock Company.

WATERBURY CLOCK CO.
Owners of Ingersoll Watch Co. Inc.

Is Your Stock Ready?

During the past two years practically no Ingersolls have been sold in Canada. That means many people, right in your own community who would ordinarily have supplied themselves with Ingersolls, have not done so.

And now just when this banked-up demand is combined with the Fall and Holiday Season—always a big selling season for Ingersolls—we start things moving with:-

1. NEW REDUCED PRICES.
2. THE BIGGEST ADVERTISING CAMPAIGN ever put behind Ingersolls in Canada. Features the new prices.

How about your stock? Check it up and order what you need. The reduced prices are effective immediately.

INGERSOLL WATCH Co. Inc.

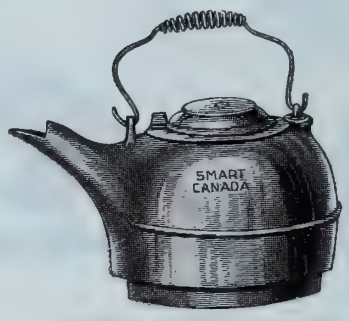
Immediate Deliveries

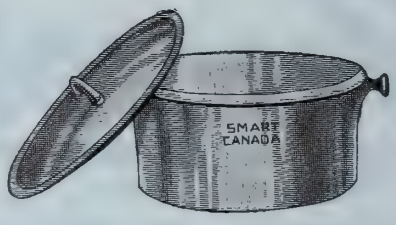
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CANADA

FOUNDRIES & FORGINGS

LIMITED









G

CAST IRON WARE

JAMES SMART PLANT

BROCKVILLE - - CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered



Russian rubles and U. S. dollars

EIGHT years ago one Russian ruble was worth fifty cents —in New York, Hongkong, or Moscow. What would a truckload of rubles bring on any market today?

Eight years ago an American dollar was worth a dollar. Today it is still worth the same old dollar.

Eight years can make a tremendous difference, or they can make no difference at all.

Take a sheet of "Armco" Ingot Iron. You can count on it to stand up on any job, because years of service tests have proved that it will resist rust, the common enemy of all iron and steel.

Every sheet of "Armco" Ingot Iron that leaves the mill, just as every dollar that leaves the U. S. Mint, must come up to certain definite specifications. Every sheet is made to the same standard.

"Armco" Ingot Iron is soft enough to work into form easily and quickly—strong and tough enough to bear the strain of working.

Why stock up on Russian rubles when American dollars are on the market? Use "Armco" Ingot Iron.

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

ARMCO
TRADE MARK
INGOT IRON
Resists Rust

If Interested tear out this page and place with letters to be answered

"GUTTA PERCHA"



AUTOMOTIVE EQUIPMENT

You don't have to resort to long, time-consuming arguments to sell motorists the "G-P" line of Automotive Equipment. Your sales effort is backed and supported by convincing advertisements in over eighty different Canadian publications. The motorist is familiar with the "G-P" line through advertising. He likes it because of agreeable experience with it in practical use. Just show the goods and run over the selling points in a reminding way. Keep them well displayed and be rewarded by good sales and profits.

"Quality All Through"

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORIES, TORONTO

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET SCREW DRIVERS

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Canadian Sales Office: Adcock & Co., Ltd., Montreal, Que.

"CARTLAND"

SPECIALITIES FOR CANADIAN MARKETS

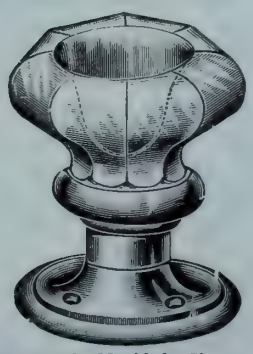


B 992
Hat and Coat Hook.

CHINA AND GLASS LOCK AND DRAWER KNOBS.



D1116½

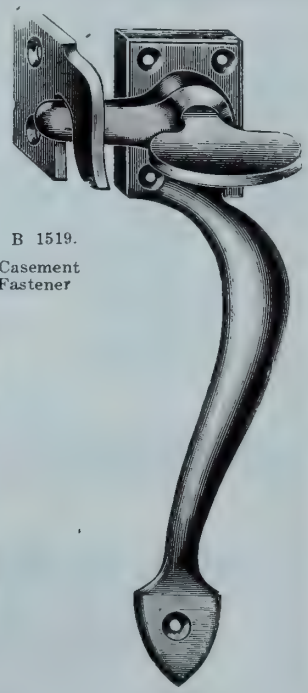


D1140—Moulded Glass.

FITTED WITH SPECIAL CANADIAN SPINDLE.



D1116½—Cut Glass.



B 1519.
Casement Fastener

JAMES CARTLAND & SON, LTD.

TORONTO: G. Smith, 18 Stair Buildings.
WINNIPEG: R. R. Sutherland, 402 Confederation Life Buildings.

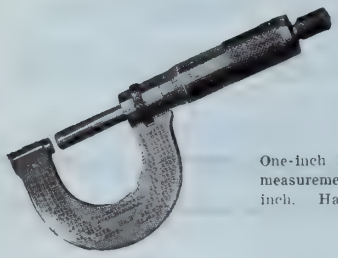
BIRMINGHAM, ENG.

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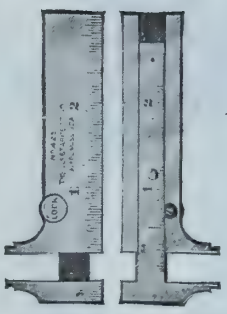


EVERY APPRENTICE NEEDS THESE TOOLS

The apprentice usually starts in on a lathe. He doesn't need (and can't afford) all the tools he'll use later on bench work. But there are a few tools which he must have from the first day.
A real understanding of his needs will do much to make him a permanent customer.



One-inch Micrometer Calipers No. 3—for measurements by thousandths up to one inch. Has lock nut and ratchet stop.



Spring Tempered Rules. Handy to use and extremely accurate. The result of 40 years' experience in making fine rules.



Pocket Slide Calipers, No. 425. Graduated in 32nds. and 64ths. Can be locked by thumb of the same hand in which the tool is held. For outside and inside measurements.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Write for Catalog No. 22. M.A. and the Supplement which describes the new Starrett Tools

42-414

Sell Starrett Tools



Simpler
Stronger
Lasts Longer
Only 3 Parts
and
It Gets Into The Corners

It's the New

Little Giant
Pipe Wrench

A glance at the illustration shows why this new wrench is being instantly and joyfully accepted by the plumbing, gas and steam fitting trades.

The "LITTLE GIANT" Pipe Wrench has only the three essential parts of a wrench, the Handle, the Movable Jaw and the Adjusting Nut. Everything else has been eliminated. On account of being "end-opening," the "LITTLE GIANT" will get into corners and narrow spaces as no other wrench can.

And here is one more BIG point. In spite of the extreme strength which is built into the "LITTLE GIANT" Wrench it's drop forged from the best steel and heat treated to give maximum service—it weighs less than AN ORDINARY wrench. That means something toward the end of the day.

Write for circular 300 D, and our complete catalog showing screw plates, pipe stocks and dies, vises, cutters, etc.

"Little Giant" PIPE WRENCHES

PATENTED FEBRUARY 13, 1913

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U. S. FACTORY—GREENFIELD TAP AND DIE CORP., Greenfield, Mass.

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TACKS



TACKS FOR EVERYBODY

BASKET MANUFACTURERS
CARRIAGE TRIMMERS
AUTO TRIMMERS

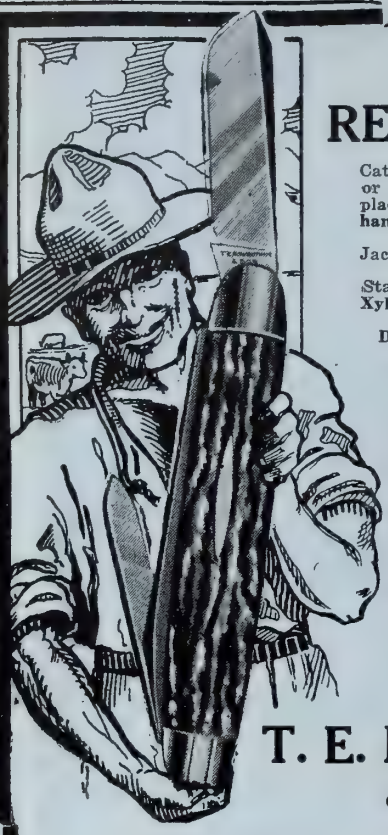
HEADS that will not break off

THE STEEL COMPANY OF CANADA LIMITED

SHOE MANUFACTURERS
CARPET LAYERS
UPHOLSTERERS

POINTS that meet the demand

HAMILTON MONTREAL



PRICE REDUCTIONS

Cattle Knife as illustrated, or with leather borer in place of Pen-Blade. **Stag handle, 41/6 doz.**

Jack Knives from **7/-doz.**

Stainless table knives **Xylo handles 24/- doz.**

Deesert ditto, 20/-doz.

The new stainless Nickel forks and spoons, **Dessert 7/9, Table 10/- doz.**

All above subject to discount for quantities.

Order direct for early deliveries.

Goods sent cash against documents.

C.I.F. charges added at cost.

T. E. Rowbotham & Son

Globe Works, Penistone Rd.
SHEFFIELD, ENGLAND

THE NAME "STILL" ON HANDLES IS YOUR GUARANTEE

that the handles have been made by handle specialists, who have reached their present high position in the handle business through many years of honest effort to give the hardware trade "the best possible" in handles.

Our aim is satisfied customers because we want your repeat business. Specify Still's Axe, Pick, Hammer, Sledge, Cant Hook and Peavie Handles. Always look for the name "Still's."

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

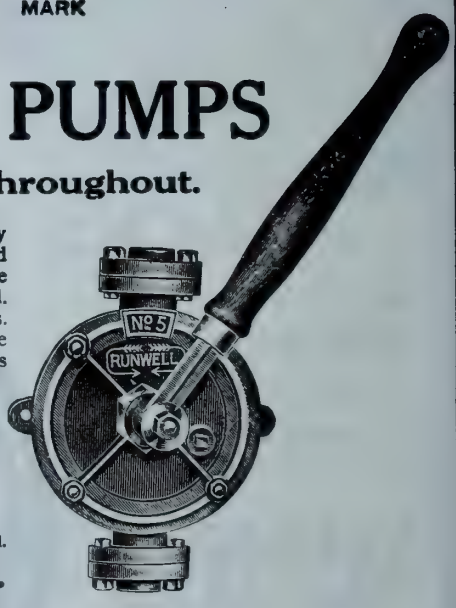
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "**Runwell**" Semi-Rotary Wing Pumps are **British Manufacture,** and by reason of their **general** adaptability for a variety of circumstances, where a reliable and efficient pump **is necessary,** are becoming increasingly popular. **The** pumps are liberally designed to **withstand** rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "**Runwell**" Semi-Rotary is easy to manipulate and is designed to raise more water than **any** other type of hand-operated pump. **All pumps have** counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W., Vancouver, B.C.

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO., Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
212 Coristine Bldg. Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—

ASHWELL & NESBIT, LTD.,

LEICESTER, ENGLAND.

If Interested tear out this page and place with letters to be answered



Saves High-priced Coal

Help your customers to keep down the coal bills—urge them to use weatherstrip around the windows and doors. It's the best investment they can make.

"Frost King" is a weatherstrip that is well-known now—and it is known as efficient and reliable. Placed around windows and doors it will keep out the cold drafts and conserve the warmth in house. Made of felt—it is quick-selling, efficient and durable.

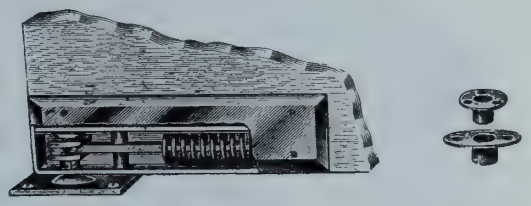
Order from your jobber

Frost King Weatherstrip Co.

Montreal -:- Que.

Surface Floor Hinge

Ball-bearing — Light — Strong



Strength without weight. The Lawson No. 800 Surface Floor Hinge is scientifically built to give long and satisfactory service. All moving parts are hardened by special process, increasing the durability of the hinge. Write for catalog, prices and terms.

Canadian representatives for Quebec, Ontario and Maritime Provinces:

Smith-Stewart Company

London Loan Building - - London, Ont.

LAWSON

MANUFACTURING COMPANY

230 West Superior St. - Chicago, Ill.

Have a Big Store in a Small Town

When your customers board the train to buy in distant cities they seek something they ought to be able to get in their home town.

If you could hold this trade your business would grow more consistently.

Long Distance puts the jobber's and manufacturer's warehouses at your elbow. Spend a cent to earn a dollar. That is the secret of having a big store in a small town.

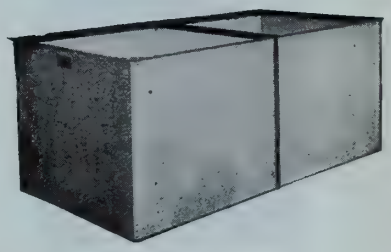
"Use the Bell to Sell"—and to Buy.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

DEALERS
We stand back of these
TANKS

We guarantee them to be better than others. We can do this because we specialize on tanks and know all about what a good tank should be. There is an increasing demand for them among buyers who know good value.



They bring you Business



Heavy Barn Tanks, General Storage Tanks, Windmill Tanks, Tanks for every possible purpose, made of galvanized steel, light or heavy to suit the customer's needs. They are water-tight, rigid and self-supporting—finished round top with heavy angle steel. Square, oblong, round or three corner, with capacity from 1 to 40 barrels.

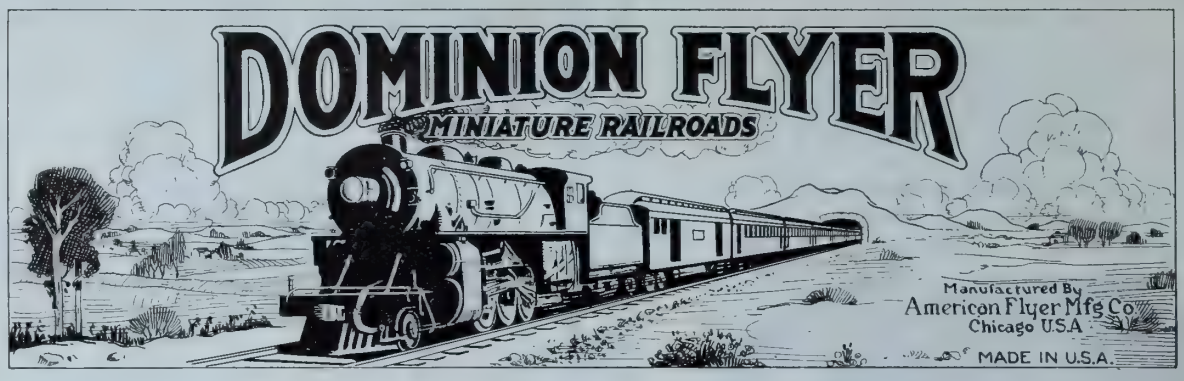
Our prices are as satisfactory as our Tanks.

Write for price-lists and further particulars regarding this money-making proposition.

The Steel Trough & Machine Co. Ltd.

TWEED, ONTARIO, CANADA

If interested tear out this page and place with letters to be answered



Electric and Mechanical Trains
that Appeal to Canadian Boys

Locomotives, passenger cars, freight cars and all accessories to "*Dominion Flyer*" trains are copied after the best types used by the Canadian and United States Railroads. Sell trains that the boys REALLY LIKE and remember there is a service and factory organization in Chicago that is ready and willing at all times to "*make good*" should anything "go wrong" with the trains you sell.

American Flyer Mfg. Co., 2219 So. Halsted St., Chicago

New York Office--Fifth Ave. Bldg., 23rd St. and 5th Ave.

MADE IN CANADA
Kit No. 81





MADE IN CANADA
Kit No. 82



WILLIAMS'
SUPERIOR AUTO TOOL KITS

Why sell only one tool when you can easily dispose of several? If your customers appreciated the economy and efficiency in using properly selected sets, there would be less wasteful buying of single tools.

Williams' Superior Tool Kits and Wrench Sets offer comprehensive assortment—something for every requirement without useless duplication—nothing is included that does not fill a real need.

Literature on request

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Road - St. Catharines, Ontario

If interested tear out this page and place with letters to be answered.



Basement Type Paint Oil Battery

Handle Paint Oils Safely and Economically

No matter how large or how small the volume of your paint and lubricating oil business, you will profit by a battery of Bowser tanks, such as shown above. Install a tank of each kind of oil. The all-metal, evaporation-proof construction prevents leakage and gumming. The piston-type measuring pumps deliver exactly the amount of clean oil required, eliminating spillage. Thus you will be paid for all the oil you buy.

And you save three-fourths of the time used in measure and funnel service.

The complete equipment keeps your store neat and clean and gives it an inviting appearance—which results in greater patronage.

Bowser equipment has never started or contributed to a fire.

Write for illustrated booklet C-16 and learn how to make more money selling oils and paints.

Bowser equipment is MADE IN CANADA by

S. F BOWSER & CO., LTD.

1668 FRASER AVENUE,

Toronto, Canada

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

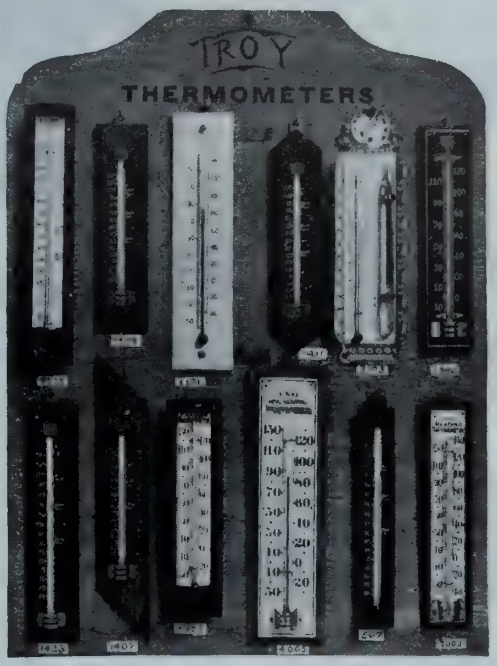
Branch Offices and Service Departments throughout Canada and in principal cities abroad

Bowser Products

For Handling Gasoline and Oils Wherever Sold or Used

- Filling Station Pumps and Tanks for Gasoline.
- Portable Tanks for Oil and Gasoline.
- Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
- Carload Oil Storage Tanks.
- Power Pumps.
- Dry Cleaners' Underground Naphtha Clarifying Systems.
- Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets



Troy assortment No. 2, twelve styles, twenty-four thermometers. Unfading red liquid. List price $15.00—retail price of individual thermometers, ranging from 25c. to $2.00.

The Twelve Best Sellers—

If you analyzed the types and styles of Thermometers that proved the most popular with thousands of dealers and their many customers, you would find that sales were concentrated on the twelve standard numbers incorporated in

TROY Assortment No. 2

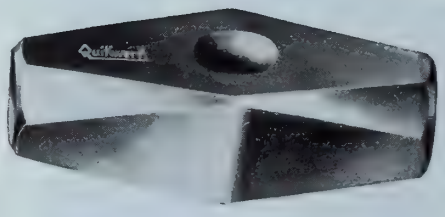
Troy Assortment No. 2 is popular with dealers because it gives them well rounded stocks of quick selling numbers at small investment cost. You can order the assortment and frequent fill-ins from most leading jobbers. For complete information regarding WILDER Thermometers write—

GORDON L. COHOON, Canadian Representative
11 St. Sacrament St., Montreal
WILDER-PIKE THERMOMETER CO., Mfrs., TROY, N. Y.

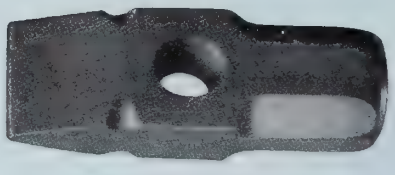
WILDER
THERMOMETERS
Accuracy—Since 1860

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QuiKwerK TOOLS







Quikwerk Sledges

QUIKWERK Tools do stand up remarkably—even under abuse for which no tool ever was intended.

That's because they're made not merely good enough, but better than they need to be.

A margin of safety is better than taking a chance.

Order QUIKWERK Tools through your Jobber

The Warren Tool & Forge Company

234 Griswold Street - Warren, O.

A "BISSELL" SWEEPER

is more than a box, four wheels and a brush—

WHAT A REAL piece of carefully created mechanism after all! 83 parts entailing 358 operations go into the making of a Bissell. And yet it is the essence of simplicity to use—automatic in adjustment, almost "fool-proof" and goes on for years sturdily performing its daily duty, needing only the ordinary care of cleanliness and a drop of oil occasionally. It has taken many, many years of experience and study of bristles, carpets, adjustments and mechanical principles resulting in scores of patents, to make a sweeper that does the best work, does it easily, sweeps all kinds of carpets and lasts for years. Truly a Bissell is more than a box, four wheels and a brush.

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers.

of Canada, Limited, Niagara Falls, Ont. (Factory) and Grand Rapids, Mich.

BISSELL'S

Trade Mark

Established in Public Favor

For over fifty years, our brands of files have been the choice of experienced file users.

This firm place in the confidence of practical men means much when it comes to *selling* these files.

It means quick turnover without selling effort. And you know what *that* means, Mr. Dealer!

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

Your Customers Will Like the Better Material

in our

Famous "WOOLTEX" SWEAT PADS

They are made from the most perfect combination of

Sanitary Woolfelt

There's real pleasure in selling the Famous "Wooltex" Sweat Pads. It's the kind of line that gives you pride and interest in selling, because it is actually superior and you can prove it to your customers. Feel it; pinch it; compare it with others! You can recognize the quality of the felt yourself—so can your customers and you get their business in the future when you sell them "Wooltex" Sweat Pads.

Ask Your Jobber or Write Us

Samuel Trees & Co.,
Limited

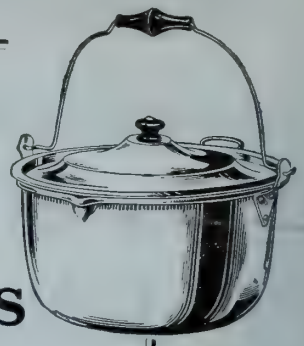
42 Wellington Street, E.
TORONTO, CANADA

"Wooltex" Sweat Pads Are Guaranteed

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VERIBEST ALUMINUM WARE MADE IN CANADA



PLAN FOR A BIG VERIBEST CHRISTMAS

Place your orders now for Veribest Utensils, packed neatly in holly-covered cartons to make them more appropriate and welcome as Christmas Gift Suggestions.

They make splendid gifts and the fortunate dealer who sells one at Christmas time should sell a complete set to that customer before the new year is out.

When a housewife once begins to use these bright, light, durable, attractive utensils she is seldom content without a set.

The sale of Veribest Aluminum brings you an immediate profit—and a good fat profit—and you are at the same time building business for the future.



VERIBEST

Aluminum Co., of Canada

TORONTO, ONT.



It Doesn't Take a Lot of Salesmanship to Sell the



TORONTO Gendron CANADA

DISCO

"The kiddies will push them if you will stock them."

The Gendron Disco—the new ball bearing wagon with the new disc wheels is a joy and a treat for any boy. It appeals tremendously to him.

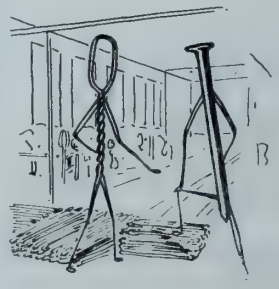
If you haven't investigated the sales possibilities of the Disco—you're losing money!

Write us for further information.

The Gendron Mfg. Co., Limited

Duchess Street Toronto, Ont.

LAIDLAW'S WIRE BOYS



Prompt Shipments

Says B.T. to W.N., "One of the things that make us particularly popular with the trade is that we do ship orders promptly.

"Our large stocks make easy this quick delivery and our customers certainly appreciate this extra bit of service."

Everything in Wire and Wire Nails

Let us quote you on your requirements.

The Laidlaw Bale-Tie Co., Ltd.

Head Office and Works

Hamilton - Ontario

TORONTO
A. T. Diggins
309 Stair Bldg.

WINNIPEG
H. F. Moulden & Son
Pantages Bldg.

MONTREAL
H. E. O. Bull, 184 Mance St.

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REGISTERED DURO TRADE MARK

DURO ALUMINUM WARE

REGISTERED DURO TRADE MARK

Full Weight **99% Pure**

Handled by the Leading Jobbers

This is Roaster Season



No. 170—Improved Oval Roaster. Lower section has rolled bead. Wired Edge. Easy to clean. Self-basting. Seamless.

See reduced price list July 23, 1922

Place your orders for "Duro" Holly sets for the Christmas Trade.



No. 175—Round Roaster. 12" diameter. Self-basting. Seamless.

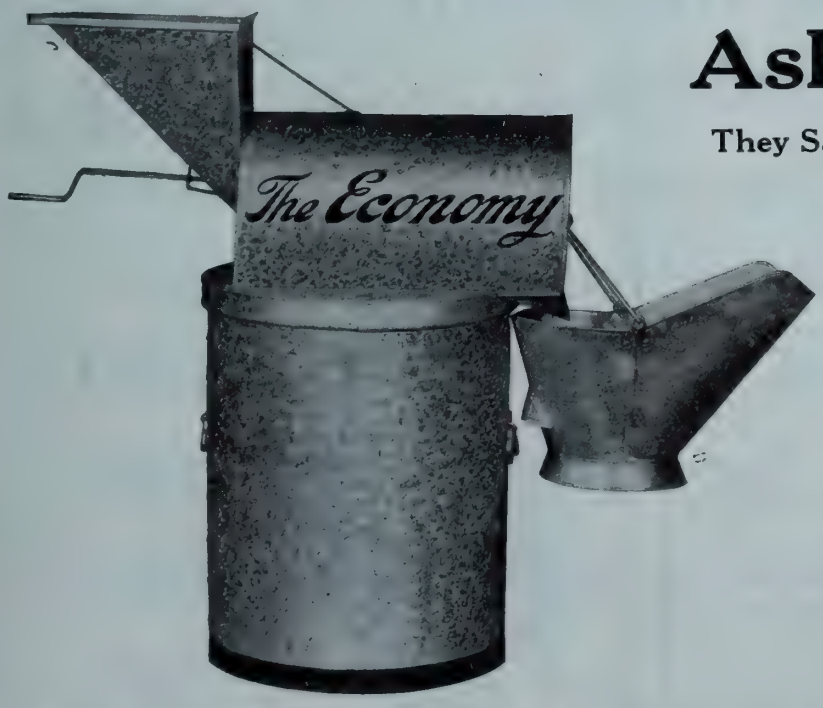
MADE IN CANADA

DURO ALUMINUM, LIMITED, HAMILTON, ONT.

REPRESENTED BY:

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton.
R. H. Paterson, St. John, N.B.
L. T. Walls Sales, Ltd., Winnipeg, Man.
J. Preston, 284 Beaver Hall Hill, Montreal, Que.

There's a big Market for *"Economy"*



Ash Sifters

They Save 20 p.c. of the Coal

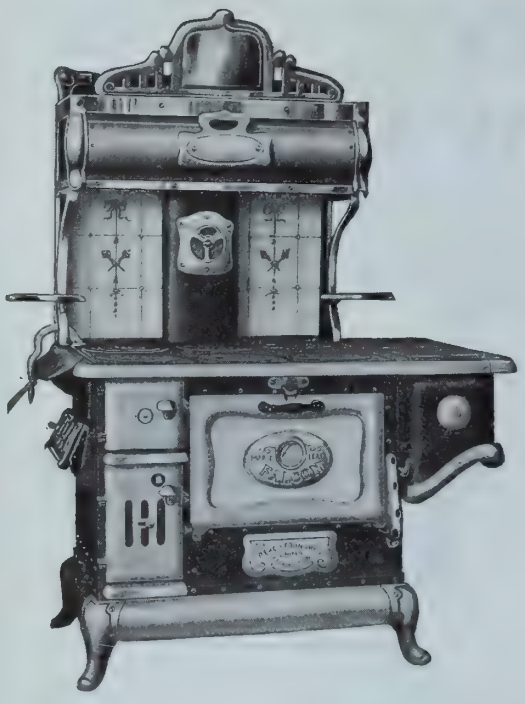
Are you getting your share of this business? If not—order your supply at once. It's a profitable line to carry.

The "ECONOMY" Rotary Ash Sifter is strongly built. Made of galvanized steel, hand soldered and stoutly reinforced and will fit any ash can from 16 to 18 inches in diameter.

There Are lots of Ash Sifters—but only one "ECONOMY"
Write for Prices.

Geo. W. Reed & Co. Limited, Montreal

If interested tear out this page and place with letters to be answered



Confidence Begets Confidence

It is an old adage for those who would be salesmen that, in order to convince others, you must first be convinced yourself. If you are sincere you will be believed.

In heat making machines, the Maple Leaf line of stoves, ranges and heaters are creators of confidence. They will back up every statement that you make—they will please your clients—they will make money for you.

The Maple Leaf agency for your town is a valuable acquisition.

Maple Leaf Falcon

ONE OF THE MAPLE LEAF LINE

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs, which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.

Write for Full Particulars To-day

BEACH FOUNDRY LIMITED

Head Office and Factory, Ottawa, Canada.

Branches: 126 Princess St., Winnipeg, Man., and 1090 Hamilton St., Vancouver, B.C.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

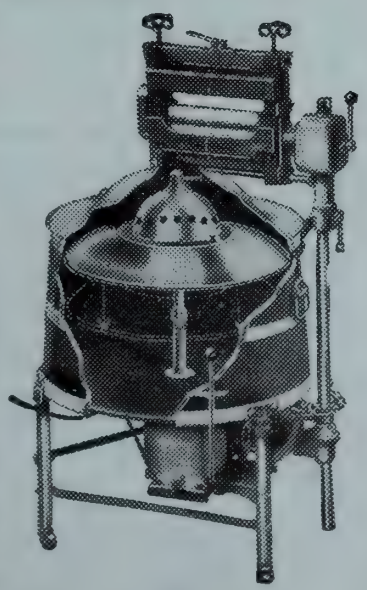
Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:
—Single large vacuum cup, of aluminum;
—Adjustable to size of washing;
—Heavy cypress tub holds heat, instead of radiating it as with metal;
—Driving gears under tub promote stability; all fully protected;
—Adjustable fourth leg, for uneven floors and draining off;
—Swinging, reversible quick-release wringer.



Attractive Folders (in color), for distribution to your customers, gladly supplied on request.

MAXWELLS LIMITED
St. Mary's, Ont.

Fawcett



Marvel Steel Range

The Marvel Steel Range is the best range possible to build to sell at a medium price.

The Marvel's value is so easy to see that you can sell more ranges and make a generous profit on each one.

Observe the height of the oven, and how easy it is to reach and clean the floor beneath it — the drop brackets—high oven. It will give continuous satisfaction through long years of service.

The Marvel can be supplied with reservoir, nickel plated and white enamel fittings—16″, 18″ and 20″ ovens—8″ and 9″ covers—and can burn either coal or wood.

Charles Fawcett Limited

Sackville, N.B.

Winnipeg Calgary Vancouver
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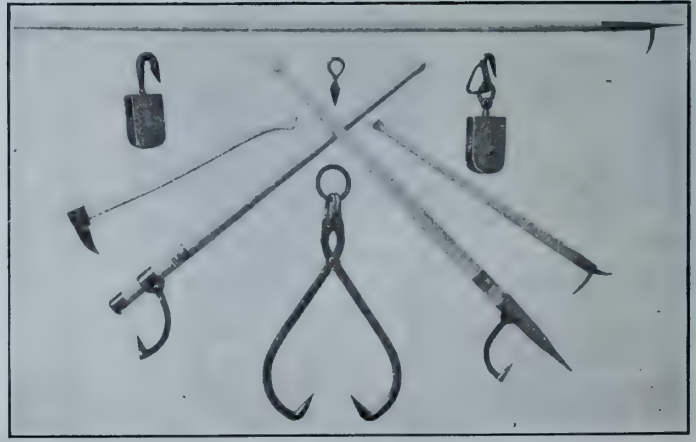
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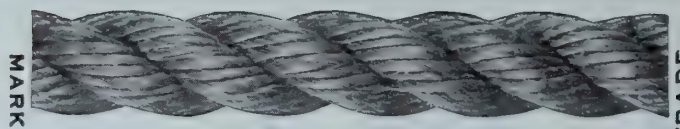
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. NOVEMBER 4, 1922 No. 44

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, NOVEMBER 4, 1922 No. 44

Discuss Fixing of Hardware Prices

Washing Machine Manufacturers Say Service Work on Electric Machines Militates Against Large Profits on Fixed Price Basis —Paint Manufacturer Says Fixed Prices Protect Legitimate Channels of Trade—Wholesalers Say it Stabilizes Market

EDITOR'S NOTE:—The question of establishing fixed resale prices promises to come in for considerable discussion in connection with certain governmental action being taken in the province of Ontario, as outlined fully in last week's issue of Hardware and Metal. This question is one which extends beyond the province of Ontario: it is a national one. Fixed prices form an important phase of the general discussion which is going on concerning merchandising methods and the expressed desire to eliminate all waste so as to reduce the spread in price between manufacturer and consumer. In the following article the opinions of some representative hardware manufacturers are given on this subject:—

"THERE is no doubt that price fixing on some commodities works an injustice, yet to separate the one from the other is well nigh impossible, so consequently all must suffer for the offences of the few," says an Ontario manufacturer of washing machines. Concerning his particular line of business this manufacturer states:—

"The washing machine business has been one which has always been handled on an extremely close margin and in the old days before the coming of electric machines there was practically no service work required on hand power washers. Quite frequently in the days before we had our washing machine association washers were sold below cost. This did the company selling the goods below cost a loss and the industry lost because the quality could not be put into the goods at the prices at which they were finally sold.

"The association, formed possibly fifteen or twenty years ago, has done a lot for the industry as a whole and still few of us have made a fortune out of washing machine business. Since those days the electric washing machine has entered into the field and thrown a new problem on us which is the problem of service work and is as much a legitimate integral cost as any other.

"If an industry is not in a healthy condition the product which the industry develops will not be of the quality necessary to give the satisfaction which every manufacturer desires should be had from his product. Even now after nearly half a century the older washing machine could not show continuous profit which would enable any of the older line washing machine companies to attract any new capital. If such is the case after operation under an agreement with regard to prices, what would be the results in open and ruthless competition?"

Prevents Unscrupulous Cutting

A paint manufacturer in favor of fixed retail price gives his opinion as follows:—

"We are in favor of a fixed retail price for one specific reason and about the only reason that we consider important. Perhaps 85% of the merchants have a fixed policy in their business that they will not sell goods without a legitimate profit. For these people a fixed price is unnecessary but unfortunately there are a number of so-called merchants who for lack of experience, or for spite, think it is a smart piece of business to get hold of a line of goods and sell it at 5% or 10% above cost, especially if it is a line that is fairly well known and handled by the majority of merchants. We appreciate that even a fixed price will not keep this kind of a man straight but it helps. There may be many other reasons, good and bad perhaps, for having a fixed resale price, but this we consider is about the only one that would seriously influence us in fixing a resale price."

Should Be in Retailer's Hands

A brush manufacturer states as follows:—

"Re a fixed resale price. We do not have any of this in the brush business, for the reason that brushes are not a fast selling article and the small merchant in the back country asks a great deal larger profit than the merchant in one of the larger cities. We tried it out on several lines and found it did not work to anybody's satisfaction. In reference to the writer's own views, he never was in favor of it, as he always considered that any goods he bought for himself were his own after he paid for them and he should be able to sell the goods for any profit, small or large, that he considered was necessary under the circumstances and it always galled the writer to have to handle goods on which there was a fixed resale price. Under these circumstances, he is not in favor of a resale price on any of our own goods."

Fix Prices on Specialties

Another brush manufacturer says:—

"In the matter of specialties and some other lines, we are of the opinion that it is much better for all concerned to permit of making a definite resale price on certain classes of goods and therefore do not see that there would be any real advantage in the passing of such a bill, whereas on the other hand it might prove detrimental in a great many instances."

In discussing the question of fixing resale prices, relative to the efforts of the Ontario government to enforce Anti-Combine legislation, with Montreal wholesalers, it was readily seen that a broad question is involved insofar as the wholesale trade is concerned. According to one jobbing house there are

many lines on which the wholesaler benefits by the fact that set resale prices greatly assist towards stabilizing the market for those particular products. This would apply to lines which are nationally advertised and well known. Salesmen were placed on an even footing and it then rested with the wholesaler or distributor to sell his service rather than sell his goods at a price.

Suggested Prices to Retailer

There were many hardware goods distributed by the wholesaler where list prices were given as resale levels, with the jobber securing a discount. Although these were generally recognized as fixed resale prices they were really sugested quotations for sale to the retailer. The manufacturer, if a competitor through selling direct to the trade, uses these list prices, and it seems a fair proposition for both parties. In some cases to-day the discount given is not sufficient to cover selling expenses and then offer a fair margin of profit, but this could be remedied by the wholesalers themselves, perhaps through their association. An instance of this, as affecting Montreal wholesalers was pointed out.

A certain well-known Ontario manufacturer issues list prices, and offers a



Do fixed resale prices bring bigger profits to the retailer? Read the opinions expressed in this article.

discount of 20 per cent. to local distributing houses. The list prices are resale quotations, and adopted by the manufacturer who also solicits the retail trade. The margin here was not sufficient to allow a fair net profit when the sales tax, freight charges and selling costs were considered, but to remedy the situation the wholesaler could sell retail at plus 5 per cent. and still compete with the Ontario manufacturer. The latter was forced to collect 4½ per cent. sales tax, as compared with 2¼ per cent. from the wholesaler, and the manufacturer sold f. o. b. Toronto, where the local houses quoted f. o. b. Montreal. Service also was a point in favor of the jobbing house, and rightly considered by the majority of dealers. They purchase in small quantities from their wholesaler, in quarter dozens for sorting rather than in full dozens from the manufacturer.

When asked by Hardware and Metal if the Canadian Wholesale Hardware Association could not deal with the matter of determining resale prices satisfactorily this informant stated that they could, and did, on some commodities but it would not work out as satisfactorily on certain well-known articles because prices, from manufacturer to consumer, were very often thoroughly established by the producer and everyone worked in harmony by adopting these prices. The consumer also knew the market value for such an article, he or she having often seen it through extensive advertising.

Coming back to the proposed legislation in Ontario, any action by the government through the Attorney General was scored by this wholesale merchant. It it has been proven by certain government officials that prices were being upheld by manufacturers or wholesalers at the expense of the buying public then let a board or committee representing proper authorities deal with the matter. Let the manufacturer, wholesaler and the retailer have a say in the matter.

Too Many Retail Hardware Stores?

"ARE THERE too many hardware stores in Toronto? Yes, I think there are."

This was the opinion of a prominent hardware wholesaler when discussing an article dealing with this subject which appeared in the October 21 issue of Hardware and Metal. The fact that the expression of natural city growth and urban expansion during the past few months has contributed to this condition in Toronto, is a matter of general interest to the hardware trade, as other centres, also suffering from "growing pains," may be in a similar position and be confronted with like difficulties in retail business relations.

The cause and remedy which were suggested by this wholesale merchant for the conditions outlined in the caption, "Are there too many retail hardware stores in Toronto?" contain vital phases of distinct importance to all retailers, as well as being based upon a different interpretation of current trade impressions and practice than previously outlined by the Toronto Retail Hardware and Paint Club when this subject came up for discussion at a former meeting.

At that time, the large number of newcomers into the retail hardware business was attributed to several elements, among which were, intensive building activity, lack of retail experience, and miscalculation of the proportion of trade available in certain districts referred to. It was also suggested that local wholesalers were partly to blame through being too anxious to open up new accounts.

Insufficient Volume

"I agree with the retail merchants that there is not a sufficient volume of retail trade in many of these districts to support such a large number of new stores," remarked this wholesaler to Hardware and Metal. "For my part I have discouraged the idea of opening up at this time. In many parts of the city, stores are being erected in far greater proportion to dwelling houses and buildings of that type, with the result that the capital of those investing in this manner is threatened and their future jeopardized.

"Quite recently a man who had quite a good position in the hardware business informed me that he was going into the retail end, and intended to open up a store in one of the fast growing localities. This man had years of experience, so all of the newcomers are not 'greenhorns.' He had the opportunity to study retail trade conditions and should not have been led away with false impressions. I advised against the proposition, but he had evidently made up his mind. We got his account all right, but what is the result? He is up against strenuous competition, there having been a sufficient number in that locality already before he arrived on the retail horizon. Now he is barely existing, and the same remark applies to the others. And this is the season when the trade should be good, with the holiday volume of business approaching. How are they to pull through the winter, or the slack period after Christmas, when the volume of business will simply not be there? It isn't always a case of one getting it and the other going without.

Have Too Little Capital

"Then again, many of those commencing business have far too little capital to stand a strain of this nature. The well-established merchant will hardly fear the 'survival of the fittest.' Business has been that, more or less, since the beginning. But they are all suffering from the influx to some extent, and why?

"The keynote of the whole situation lies in buying and selling. The duty of the retail merchant is to sell goods to the consumer. Ninety per cent. of the retailer's time should be devoted to this function. If it is properly performed, through the aid of window displays, attractive store interior, retail local advertising and other factors, there is no need to fear for his steady and ultimate success.

"But the retailer is paying far too much attention to buying. This is because many of them, not only in the city

Natural Setting for Fall Sport Display



The use of autumn leaves on lattice work combined with the use of some stuffed animals, gives this Fall sporting goods display a realistic touch, and it contains real selling value. The background was painted on wall board by the window dresser of the Mills Hardware Co., Hamilton, Ont. This shows the ducks in natural position in flight. The display is covered in at each end with lattice work on which leaves have been placed. The setting is simple, not overdone, and shows all the various rifles and guns in stock. There is also on exhibition a sporting rifle 280 cal. which was loaned for the display, it not being made now and therefore a rare and valuable specimen. During the last fifteen years the firm has collected some very fine stuffed animals for just such use as this. These add greatly to the display. Note that prices are large and plain, and there is a full description of each rifle on each card.

but in the country as well, have opened up accounts with a large number of jobbing houses and manufacturers. The old timers, as well as the newcomers, have divided their purchasing and in this manner have also divided their attention, increased their overhead, extended their bookkeeping, have additional worry and increased drain upon their time. This has generally been at the sacrifice of the time and attention which should be devoted to the function of selling goods the consumer needs.

More Accounts But Orders Smaller

"To-day we have a larger number of accounts, but the orders are smaller," he continued. "A merchant buying one-tenth or less of his goods from us, leaves us in the dark as to his progress. We have no method of checking up how he is doing, and when an extension of credit is desired, we are not in a position to extend our confidence in that direction because such a merchant has denied us his confidence in the extent of his buying. The remedy lies in the retailers concentrating more intensely than ever upon selling.

"In order that they can do this effectively, a return to the former practice of buying from one wholesale house is recommended. Mind you, I do not say this house more than any other. But I would suggest carefully choosing my jobber and then carrying and selling those lines to the exclusion of others. Duplicate accounts mean duplicate lines from competitive sources, increased stock, larger space, extended accounting, in fact more overhead without any compensated increase in turnover. Reduce, rather than increase the number of lines carried. Standardize, where possible, on selected goods, and then concentrate on selling those lines. I could point to dozens of examples in this city who commenced business many years ago. With very few exceptions they followed the plan of doing the bulk of their buying from one wholesaler only; gave all the attention they possibly could to selling, and are to-day wealthy and successful merchants. Others, who divided their attention and accounts, have passed on in the fight for the survival of the fittest.

Avoid Duplicate Lines

"Of course, every retailer will have some accounts with certain manufacturers, but the main thing to avoid is duplicate lines and the consequent evils already outlined. We have salesmen on the road who pay far more attention to

(Continued on page 54)

If We Could Hold All Our Customers

Except those removed by death and change of residence and could reach out and get a few more from time to time we would soon have a corking big business—Some ways retailers have of holding customers.

Written for Hardware and Metal by BRUCE F. RICHARDS

THE hardware dealer often asks himself in a leisurely and half-indifferent manner, "I wonder why the Boggs family doesn't trade here any more? They used to come quite often and suddenly they stopped." Or, his mental query may be after this fashion, "Wilkinson used to buy here right along. Gradually his business tapered off, and now he only comes in once in a long time. I wonder what's up!"

This is an excellent point of departure, and the trouble is that most business men let the matter rest right there and do not depart in a thorough-going, definite, I'll-find-out-and-remedy-it frame of mind.

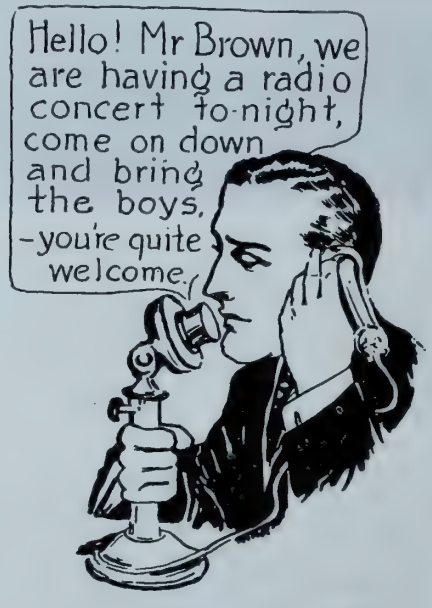
It goes without saying that if we could hold all the customers who come to us except such as are removed by death and change of residence, and could reach out and get a few more from time to time—that we would soon have a corking big business. But a whole lot of business men do not realize the supreme importance of taking care of old customers, of keeping track of them, of learning when they are satisfied and dissatisfied, of following them up when they are indifferent. Of course, this takes time, but what of it? That is what time is for—to make it count in the biggest way possible!

There are three ways of discovering when people are dissatisfied. First, through their direct complaints; second, through sudden termination of patronage; third, through a gradual tapering off of their business.

Some merchants are frankly displeased when customers make complaints. This is the most foolish attitude in the world, and quite opposite from that of the man who put up a sign card which read:

WE'RE PERFECTLY DELIGHTED
When You Complain—That Is If
YOU'RE DISSATISFIED
Your Complaint Gives Us a Chance to
Fix the Matter Right
THAT'S WHAT WE WANT TO DO!

This sums the matter up in a nutshell. People who come in and say, "I ordered goods yesterday morning—they were to be delivered immediately, but they didn't reach us until we were all in bed at night"—should have our cordial thanks.



Invites customers whose accounts are tapering off, to come to radio concert.

A Prejudiced Customer

First, their complaint is well founded and if the ruffled feelings are not ironed out, it will mean a lost or prejudiced customer. We ought to be glad to fix the matter right up satisfactorily and make due apology and such restitution as is in our power.

Second, we should discover where that weak link is in our organization and who is to blame for such laxity, and remedy the trouble so it will not occur again. Of course, there are likely to be people who will complain on principle. What of it? If their complaints—even foolish ones, are fixed up satisfactorily, they will become the biggest boosters for the store, and loyal to the core. This is the cheapest advertising which can be done, and by actually winning the friendship of that individual, any disposition to take advantage will be eliminated in most cases. These are the easiest people to take care of, and if we address ourselves properly to the removal of causes of complaints, we will have no trouble on this score.

However, if the people who come and complain are not easily smoothed over, we should not shrug our shoulders and say, "I should worry! I've done the best I can and I shall not try any more."

The logical and sensible thing to do is to go right on making every effort to regain the good will of those individuals.

Writes Letter a Month

One retailer who lost the patronage of an excellent customer, wrote him a letter every month, at the beginning of the month when bills would ordinarily be rendered to these people. The letters were pen-written, short, and in some form expressed regrets that the books showed their account inactive.

At the end of the tenth or eleventh month, the people came back. The head of the family said:

"You win! We were talking about it at breakfast and my wife said, 'I'm going back to Blank's. I've never been satisfied anywhere else, and the kindly courtesy and interest of those people, in the face of our rather disagreeable conduct, makes me ashamed.' I said, 'Right-o, Mary, I'll go in myself and order that stuff this morning which you said you wanted.'"

The constant dripping of water will wear away a stone. The constant work of a tiny sunbeam will melt ice or soften a frost-bound spot of earth. Let's smile, physically and mentally, and keep on smiling, and people cannot remain grouchy.

Then there are the people to deal with who stop trading with us suddenly. Perhaps they are only trying to economize and are paying cash, and we have overlooked the fact that they really have been coming into the store.

The first thing to do is to get posted. Have these people stopped dealing with us? Are they still living where they have been accustomed to live or do business? And is it reasonable to suppose that their wants are constant? Have we any reason to believe that they are buying elsewhere?

When we are assured on these points, and satisfied that there must be a reason for their going elsewhere, it is up to us to find out what that reason is. Sometimes a personal call, sometimes a telephone message or a letter will locate the trouble. The personal call is by all odds the best, or, at least, a personal interview. You may meet Jones on the street and take occasion to say pleasantly:

"Hello, Mr. Jones, been away? Been missing you in the store lately, and we can't afford to lose old friends."

Possibly Jones will remain cold and formal. This gives you an opportunity to say pointedly but with earnest courtesy:

"Hope nothing has happened which has displeased you. No one would feel worse about it than I would, and, of course, you'll be square enough to let me know just what the trouble is so I can make it right."

It may take two or three approaches in various ways. One retailer was a year and a half finding out what the trouble was with one of his best families. He finally learned through a married sister of the lady in question. One of the clerks had made an uncomplimentary remark about her which she had overheard. She had been deeply offended, and this, coupled with a second experience about the same time, of being charged on her bill for something she declared she didn't get, capped the climax. The whole family left and traded elsewhere.

When the trouble was discovered, the business man went directly to the home of the people in question, made an apology, and said that he would either require that clerk who was still in his employ to apologize or he would discharge him. He also insisted on making right the over-charge which it was easily pointed out belonged on another bill of people of the same name, and only one initial letter different. Both this man and his wife were generous enough to call the matter closed, and to request that the clerk be reprimanded by his employer and nothing further done about it.

Gets Rid of Clerk

Soon after this, other complaints came in concerning the same clerk, and the business man took occasion to get rid of him. He then communicated with all the people who had been offended, saying:

"Mr. So-and-So is no longer in my employ. It seemed expedient for him to find a situation elsewhere. May we hope to see you in our store frequently, where every courtesy will be accorded you. And if at any time anything comes up which is displeasing, we want you to let us know."

Naturally it jolts people a little who have been in the habit of spending a good deal of money and who have thought that their custom was appreciated, to drop out and to find that no one even misses them. This deepens their determination not to go back.

The bookkeeper, the proprietor, or some one person in the establishment, should go over the accounts month by month, and see how many are inactive or only barely being kept open. This list should have prompt and intelligent attention. It will pay to spend some money to hold the old customer, in view of the fact that it costs considerable to get a new customer in, and, even at that, we cannot be sure he will stay. Old customers, like old friends, have been tested and should be held if possible.

The people who taper off their accounts gradually are the hardest to handle, for we have to use tact as to whether or not they are really finding little satisfaction in the service rendered, their wants are limited, or their buying capacity impaired.

Possibly these people are just plain indifferent and are drifting in to any store which may be the handiest. A dozen ways will readily come to mind of getting hold of these people.

Pay Special Attention

One is to pay them special attention when they come in, perhaps chatting with them pleasantly, or making an effort to show them something which will be of interest. One dealer, who had put in a radiophone, sent out notes of invitation to fifteen or twenty customers whose accounts were tapering off, asking them to come in and hear the concert at any time which might be convenient. In almost every case, the people responded and were seen in the store more frequently immediately after.

Giving them the best of attention seemed to renew their loyalty. But the head of the firm knows that he must keep an eye on these people, for, having wandered once, they are likely to wander again.

Another way of interesting the indifferent is to make an advance showing of some special lines of attractive goods, and to invite a favored few in to see these goods. The honor is nearly always appreciated.

Still another way used by one wide-awake man, was to send a postal card each week printed in colors and carrying a definite sales message to all wavering patrons. One of them read:



Making deliveries after customers are in bed at night is a good way to terminate friendly business relations.

> "We were glad to see you when you were in last. We will be glad to see you when you come again. If we are busy—don't mind that. We'll take care of you as soon as we can, and we've always time to say 'Howdy' and to help you solve your buying problems in our line. Watch the papers for the Special Sale we're going to stage next Saturday. Hope you'll come to it and bring a friend with you.
>
> "Yours for Real Thrift."

The cheery optimism of these little messages seems to serve as a personal touch which really brings people back. Many times the cards contain a quaint and wise saying—something which sticks in mind, but always there is that "You" and "I" spirit and the sales message of some kind.

Follow Up Customers

It pays to follow up old customers and to hold them. Repeatedly it happens that those who had gone elsewhere to trade are surprised and delighted that they have been missed, and they will come back joyfully and feel a special responsibility in being loyal ever after.

The storekeeper who makes the mistake of displaying an offended manner when he meets an old customer who is now trading elsewhere, does the very thing which will prevent these people coming back. They say to themselves:

"Well, if that's the way you feel about it, I am glad to know it. And I'll go and spend my money where I like. This is a free country!"

On the other hand, if there is no change in the storekeeper's manner, and he, figuratively speaking, reaches out the hand of good fellowship, the old customer will usually come half way, to the mutual advantage of both.

We are paying much attention to eliminating waste, to cutting down overhead expense, to speeding up turnover of stock —one of the surest ways to help do all this, is to hold old customers!

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, NOVEMBER 4, 1922

A Better Perspective on Business

A LUCID review of the fundamentals underlying present business movements, such as given in Toronto by Roger Babson, statistician, gives business men a better perspective on developments in business in general and their own line in particular. The dishonesty, indolence, extravagance and loose methods which invariably develop in the latter part of every period of inflation were shown to be responsible to some extent for the recent condition of business incident to deflation, but it was the opinion that we are approaching a normal stable era in business which will be accompanied by honesty, profitable activity and thrift, the concomitants of adherence to moral standards in business.

The chain store development in business was referred to by Mr. Babson as a necessity in the present system "but," he stated, "they are fraught with tremendous national dangers and before long the country will be rocked by a discussion of this problem." Some brief opinions on certain points were given which may prove of assistance to retail hardwaremen. Farmers, it was said, would have thirty per cent. more money to spend as result of this year's crop than at this time last year, and they are expected to be much larger purchasers of home equipment. Automobiles would reach their lowest price "sometime in the future," and more money would be spent on autos next year than on clothes. There would be a revolution in living conditions in the next ten years and suburban properties will be in demand. According to Mr. Babson there is said to be more oil in storage to-day than ever in the history of the world because the industry is in the hands of fewer men.

These remarks give business men something to think about. Obviously they are more or less general statements, but by a process of deduction every business man can establish the extent to which they apply to his own local business and then plan accordingly. There is no doubt that business is passing through a stage where the improvement which has already taken place has led to some price inflation. The dangers of another depression worse than the last one, following such a practice, cannot be overestimated.

Better Prospects for Steel

PREDICTIONS which have been made from time to time that steel prices would gradually be advanced to levels at which they will show a fair margin of profit to producers, were borne out in the semi-annual address of Elbert H. Gary, chairman of the United States Steel Corporation, before the convention of the American Iron and Steel Institute. Manufacturers of steel were said to be now producing at the rate of 75 per cent. of estimated capacity, a somewhat higher figure than was quoted a few weeks ago. This is more than double the total capacity of twenty years ago and a better grade of steel is being produced. This is evidence of the advancement being made in this industry. Indication that continued improvement could be expected was found in the great potential market for steel, the great need of steel which is beng ignored at present, and the fact that there is an abundance of ore, fuel and other such raw products within easy reach of mills and shops of highest efficiency. Order books were shown to be well filled and many thousand tons of finished steel stores awaiting shipment. Had the transportation and fuel strikes not developed Judge Gary stated that the steel industry would now be enjoying greater prosperity than at any time.

Prospects are that the automobile industry will enjoy greater production in the next few years than at any time in the past, agricultural implement producers are more optimistic over the crop outlook knowing that many farmers are in dire need of implements and the construction industry promises to run more to the building of industrial plants, institutions and such buildings where much structural steel is needed.

Canada's Position Improves

IN THESE days when nations are striving to develop foreign markets, realizing that only by taking part in world trade can their much extended industries be kept operating at full capacity, it is interesting to note that Canada's foreign trade is constantly improving. A review of statistics indicates that Canada in the month of August surpassed even the Mother Country in trade with the United States. Not only were more Canadian products sold in the United States during the month than those of any other country, but, in addition, Canada was the largest buyer of American goods. This is somewhat surprising to many business men in view of the emergency tariff legislation enforced by the United States. There were many predictions that the new tariff would greatly decrease Canadian exports to the United States. Yet in spite of this tariff and the recovery of the Canadian dollar to par, Canada increased her sales to the United States by eight million dollars in the month of August compared with last year.

Reader Interest is Essential

WHEN John Wanamaker, some years ago, withdrew his advertising from free-distribution mediums, it was mainly because these had no fundamental reader interest. This was the finding after a deep study of the subject. It was the conviction that the man who subscribed for a newspaper or other publication, expected to find advertising in it and valued that advertising as in the light of an investment, as something he had appreciated sufficiently to pay for.

The opposite was the effect of the free-distributed product. Here the receiver had no primary interest in the publication; it appeared in unexpected places, without request, and had somewhat the status of an unexpected guest.

Then, as now, free-circulation mediums were found to recognize no responsibilities toward the problems attending the business or industry, offered no constructive service through their columns, had no means of developing helpful discussion, offered no interchange of news or views, and in short had no interest beyond that contained in their advertising pages and the revenue they represented.

* * * *

FOLLOWING upon the marketing of the splendid grain crop in Western Canada, retail conditions in that part of the country are improving. No boom is expected but if many long standing liabilities to retailers are paid off it will materially improve the condition of the merchants as a whole. Retailers reflect a conservative business tendency with care in buying and less credit being granted.

"More Efficient Distribution Needed

Before Cost of Living Can be Reduced" Says Authority on Business Situation—Government Should Give Retailers Benefit of Statistical Information—Chain Stores and Co-operative Associations Should Not Replace Independent Retailer

"ANY REDUCTION in the cost of living must come through better distribution rather than cheaper production," says Roger W. Babson, authority on business, in discussing the business outlook.

"It's strange how we concentrate on saving the pennies and let the dollars slip through our fingers. The officials of every manufacturing company in the country are hunting frantically for new ways to cut down the cost of production. They lie awake nights over a few cents an hour on labor, or an extra dollar or two on a ton of coal, or any other factor which may affect the cost of making this product. Once the goods are made and out of the factory their efforts cease. The job of getting their product to the ultimate consumer belongs to someone else.

"All of us have become so engrossed with the problem of cutting down the cost of production that we have let distribution take care of itself. We have saved millions at the bung but we are losing millions at the spigot. In the past fifty years the amount of goods produced has increased probably ten times over. The number of workers necessary to produce those goods have increased only about two and a half times. This means that owing to new machinery and better methods, the average worker to-day is able to turn out about four times as much goods in eight hours as the worker fifty years ago did in ten or twelve hours. Allow for the cost of the machinery, fuel, etc., and even then you find the average unit producing cost to-day is less than half of what it used to be. In production we have made wonderful progress, because we have given most of our thought and effort to it.

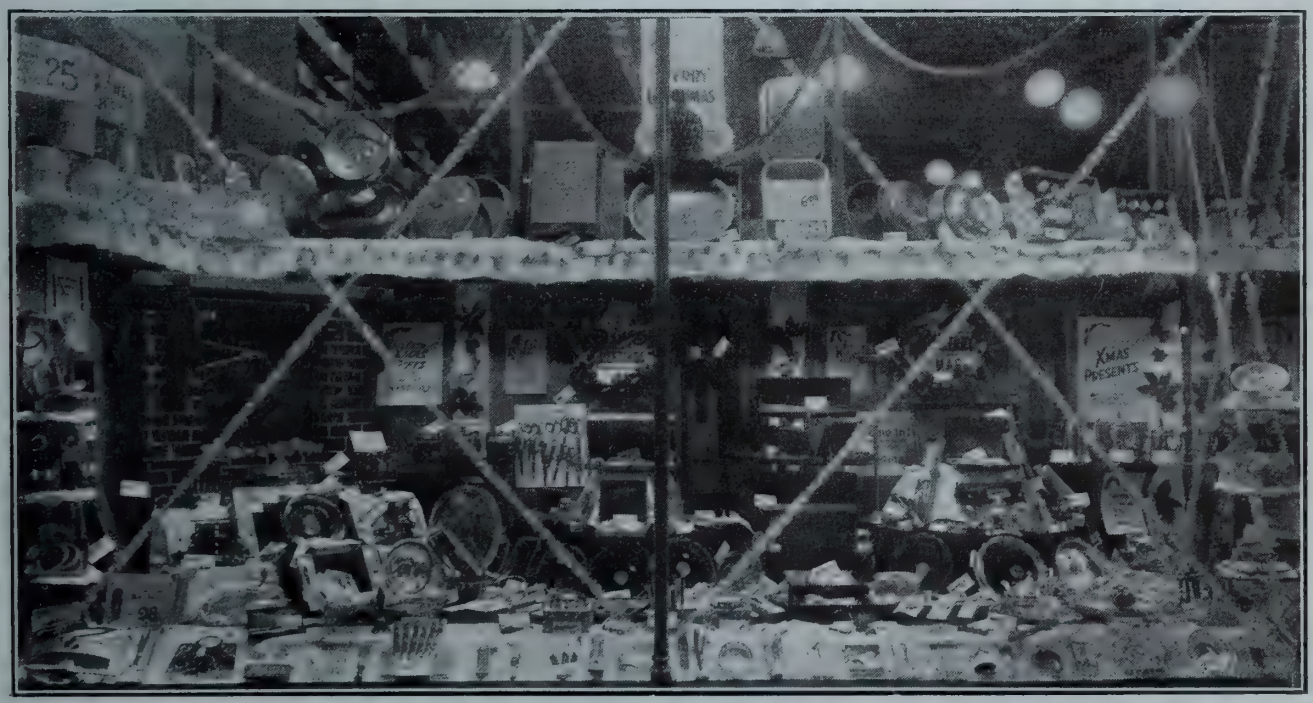
"Turn to distribution and we find no such progress. In fact, the percentage cost of distribution probably has not been reduced at all. With twice the production per worker we should expect that the wages for a day's work would buy twice as much goods as it used to. If distribution had been improved as much as production, a day's wages would buy four times as much as it did fifty years ago. We all know that no such increase has taken place. In fact, it is debatable if the average family to-day is even half again as well off as it used to be.

"This does not mean that the retailer or the jobber or the carrier are hogging the difference. It means to a large extent that we have not developed our tastes so as to get the most for our money. And we have not made the same progress in distributing goods as we have in actual production.

"We have been devoting our efforts

"The Early Bird" Gets Christmas Trade

No. 1 of series of Xmas window suggestions. (Keep the series intact.)



Electrical goods are featured prominently in connection with Christmas gift displays. This arrangement by Mills (Barton Street) Hardware, Hamilton, Ont., won first prize in the 1921 Hardware and Metal Christmas Window Contest in places over 5,000. The dominating idea is the showing of articles of utility, the grouping of a wide range of goods so as to appeal to the greatest number and the prominent showing of prices. The chimney on the left, of course, adds to the Christmas spirit of the display. Other suitable displays for Christmas goods will appear in each issue of Hardware and Metal between now and Christmas and these may be kept for reference.

to building better factories, to getting a greater output from labor, to putting out more and better goods.

"We have done very little toward the equally important problem of getting those goods to the ultimate consumer. The government is spending over $100,000,000 a year in research to help the manufacturers and farmers, but it has never even taken a census of the retailers. Hundreds of men are employed gathering information on the crops. Hundreds more are experimenting in chemical research for means of fighting pests and blights which destroy crops, and instructing the farmer in their use.

"Similar work is being done for the manufacturer to help him find more efficient methods of production. A complete census of manufacturers is taken every five years, which shows the numbers of firms in each industry, their production, costs and profits. These things, of course, cost money but they are worth it. Is there any reason why we should not spend at least as much to help the retail distributor on whom we must depend to get those goods to us?

Chain Stores

"So far most people have been content to point to the growth of the chain store and co-operative selling movements as indicating the short-comings of the individual retailer but the crying need of the hour is that we all get behind the retailer and help him. If his methods are wrong it is our misfortune and it is up to the rest of us to show him a better way. He sells at least 85 per cent. of all the consumers' goods bought.

"Many people thoughtlessly say, 'Do away with the individual retailer. Let the chain store or the co-operative association take his place.' Anyone who studies the problem, however, must realize the shortsightedness of such a plan. Both the chain store and the co-operative association are all right, but would we care to give any single organization a monopoly of our distribution?

"Then there is another phase of the retail situation for which you and I as consumers are to blame—the truth is we have grown lazy. We want our goods brought to the door, we want to run charge accounts, we want to have a wide variety of styles and grades of goods to pick from. When our wives select a pair of shoes they insist upon having twenty different lasts to choose from. When we buy sugar we prefer to have it come in a pasteboard box of the particular size which best suits our fancy; and so on throughout the line. But these things cost money. They are nice but are they essential? If we knew we could get good shoes for 25 per cent. less, would we not be willing to do with a smaller variety to choose from? Certainly we should not grumble over the high cost of living, while we continually demand service which is increasing the cost of the things we buy.

Cutting Down Costs

"The day is coming when this problem of distribution will be worked out. Just as the development of our producing machinery has taken years so the development of the best distributing methods must take years, to complete. Such changes come about gradually. Right now, however, there are three things we can do to help solve the problem and cut down retail price.

(1) Urge the government to extend its services to the retail field so that the retailer can have the same statistical information and the same assistance from scientific research as the producer now enjoys.

(2) When buying, select popular grades of goods and avoid freakish styles. Encourage simplification of merchandise. Pay cash for your goods and if possible carry them home

(Continued on page 54)

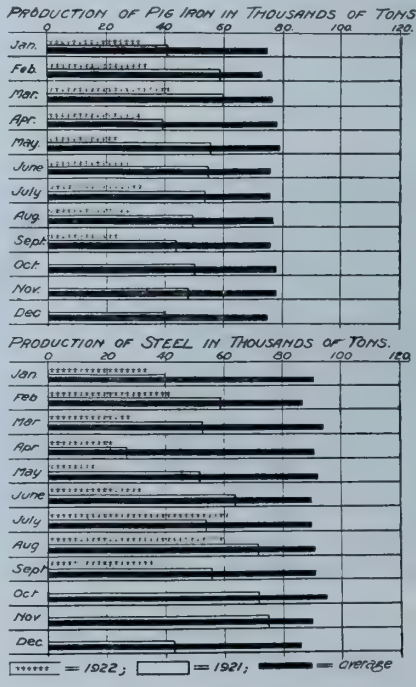
Steel Production Declined in September

Production of 35,787 Tons Compared With 59,160 in Previous Month—Pig Iron Production Shows Decline of 7.92 Per Cent.

THE PRODUCTION of steel in September declined by 23,373 long tons from the output of 59,160 tons in August to 35,787 tons in the month under review, according to the report issued by the Dominion Bureau of Statistics. The cumulative output during the first nine months of 1921 was 477,588 tons, as compared with a production of 334,835 tons in the corresponding period of the present year. The closing of the steel plant at Sault Ste. Marie accounted in large measure for the decrease in production during September.

The output of basic open hearth ingots for further use declined from 56,997 tons in August to 33,815 tons in September, a decrease of 23,182 tons, or 40.7 per cent. A small quantity of electric steel ingots for further use, amounting to 124 tons, was reported for September, while none was made for direct sale.

The total production of ingots was less than the output of the corresponding month of last year by 20,540 tons, or 37.7 per cent. The production in the first nine months of 1922 was 319,943 tons, while that of the corresponding period of the previous year was 459,960 tons, representing a decrease of 30.4 per cent. The production of steel castings also suffered a decline. The total output in August was 2,204 tons, which decreased to 1,848 tons in the month under review. The decline amounted to 356 tons, or 16.15 per cent. An opposing tendency developed in connection with basic open hearth castings of which the production increased from 208 tons to 837 tons. On the other hand, the output of Bessemer and electric grades declined considerably.



Ratio of Steel Production.

The production of pig iron in September declined 7.92 per cent. from the output of the previous month, the respective tonnages being 27,123 long tons in August, as compared with 24,974 tons in the month under review. The production was also less than that of September of last year 40.8 per cent. A comparison of the cumulative production during the first nine months of 1922 with that of the corresponding period last year shows a decrease from 457,157 tons to 275,989 tons, or 39.6 per cent.

One furnace was blown in at Hamilton and another at Sydney, while one of the furnaces at Sault Ste. Marie was banked. At the end of the month, then, the active furnaces numbered two at Sydney, one at Hamilton and one at Sault Ste. Marie, a net gain of one furnace over the previous month.

Another development was the slight increase in the several grades of iron produced for sale. The production of basic pig iron increased from 6.577 tons in August to 7,991 tons, or 21.5 per cent. The September production intended for this purpose was also higher than in September of last year by 58.14 per cent. The foundry pig iron produced for sale increased from 6,296 tons in August to 6,895 tons in September. The output of malleable iron for sale also rose from 281 tons in August to 1,096 tons in the month under review.

The production of ferro-alloys dropped slightly from 1,864 tons in August to 1,834 tons in the following month. The cumulative production during the first nine months of 1922 was 15.178 tons, as compared with 18,698 tons during the corresponding period of the previous year.

Events in the Trade

NEW FIRMS

S. & S. Higham Limited have commenced a hardware, painting and decorating business at the corner of Wellington St. and Huron Ave., Ottawa, Ont.

Evans Hardware Co. have commenced business at 1098 Wellington St., Ottawa, Ont.

Wingham, Ont.—Thompson-Buchanan Hardware Co., have opened a new hardware store here.

PERSONAL

F. J. Limroth, general manager of sales, Rubberoid Co., New York, visited Montreal last week.

The appointment of H. J. Stamhaugh, jr., as general sales manager, has been announced by the Burlington Steel Company, Limited, Hamilton, Ont. Mr. Stamhaugh was formerly vice-president and general manager of the Trussed Concrete Steel Company of Canada, at Walkerville, Ont.

ONTARIO INCORPORATIONS

Atlas Iron Wire and General Metal Works Ltd., head office Toronto, capital $40,000, to manufacture brass, copper, zinc, iron and other metal products.

Pendell Boiler Co., of Ontario Ltd., head office Toronto, capital $500,000 to manufacture boilers, piping, general heating apparatus, plumbing supplies, etc.

Victor Saw Works Inc., a corporation under the laws of the State of New York, is authorized to carry on business in Ontario, manufacturing saws.

SEYBOLD & WALKER LTD., FORMED IN MONTREAL

Montreal.—A new company under the firm name of Seybold & Walker Ltd., has been formed, with E. Leslie Seybold and Chas. J. Walker as the chief partners. They will carry on the business formerly conducted by the late John P. Seybold.

E. L. Seybold was a former partner with his father, and under the new arrangement he will continue to have charge of the rope and cordage end of the business. Other lines which the firm represent will be under the charge of Mr. Walker as formerly. They will represent the following manufacturers in the province of Quebec: Independent Cordage Co.; E. T. Wright Co.; Wentworth Mfg. Co.; Road Finder Ltd.; Schultz Mfg. Co.; Canadian Tungsten Lamp Co.; O. M. Edwards Co.; manufacturers of padlocks, and the Springer Lock Co., Belleville. The latter firm has just been added to the list, the agency having been secured on November 1st.

FARMERS' COMPANY QUITS RETAILING

The United Farmers' C o-operative Company has closed its Toronto store at 130 King street. As far as Toronto is concerned the farmers have gone out of the retail business. It is planned to carry on the jobbing trade at 109 George street, the new head office of the company.

WOULD PLACE LIGHTS ON ALL QUEBEC VEHICLES

Ottawa.—The placing of lights on all vehicles circulating in the Province of Quebec was unanimously endorsed at the weekly luncheon of the Hull Kiwanis Club at Windsor Hotel, Hull. A resolution calling for the enactment of legislation along these lines at the coming session of the Quebec Legislature was adopted by the gathering. A copy of the resolution will be forwarded to Premier Taschereau.

ST. CLAIR BUSINESS MEN ACTIVE

Toronto.—That the federation of business associations of Toronto was of great value in enabling the organizations of retailers to get close in touch, so that their common interests would be advanced was the contention of M. A. Brillinger of the St. Clair business men's association, at the federation's meeting.

Among those invited to future meetings are Mayor Maguire and two members of the city council to give both sides of the waterfront and radial question on November 15; F. H. Farley, of Dayton, Ohio, to speak on the question of increasing retail sales; Hon. Mr. Fielding to speak on federal taxation as it affects the retailer.

EDDY COMPANY OFFICIALS PLEASED WITH OUTLOOK

That Canada is about to enter a new era of prosperity in the immediate future is the opinion of J. T. Shirreff, vice-president and assistant manager of the E. B. Eddy Co., Limited, Hull, Canada. Mr. Shirreff's optimism is based upon first hand knowledge gleaned during his recent tour of Western Canada. Accompanied by J. F. Taylor, secretary and sales manager of the Eddy Company, Mr. Shirreff visited every important centre west of the Great Lakes, calling upon their selling agencies. Both executives were impressed with the spirit of optimism apparent in every quarter of the West and report that, consequent upon the excellent crops now harvested, there is every indication of a real boom in fall and winter business throughout the entire Dominion.

TO MODEL RECEIPT TAX ON BRITISH EXPERIENCE

Ottawa.—Officials of the Finance Department who are overseas with Hon. W. S. Fielding are understood to have made a study of the British receipt tax regulation during their stay in London, in order that the Canadian regulations, which are to come into effect at the first of the year, may be made workable.

The tax on receipts has been effective in Britain for many years, whereas Canada is about to try the experiment with the opening of the new year. In the meantime the drafting of regulations to govern the application of the proposed receipts tax are understood to be held in abeyance until the return of these officials from Europe.

ADD FURTHER TRIBUTE TO LATE JAMES HARDY

J. McD. Wilson, ass't. manager The Chinic Hardware Co., Quebec, and an executive committee member of the Canadian Wholesale Hardware Association pays the following tribute to the late James Hardy, secretary of the association, whose death was recently announced in Hardware and Metal:—

"The late Mr. Hardy was a worthy representative of the true type of the English gentleman. His genial manner, frank disposition, and hearty nature tended to at once win the friendship of those with whom he came in contact.

"His sound judgment which emanated from his thorough knowledge and grasp of conditions, and his kindly advice will be much missed by his former confreres of The Canadian Wholesale Hardware Association with which he was connected since its organization."

C. A. Whitwam, vice-president Hobbs Hardware Co., Ltd., London, Ont., states as follows:—

"I have known the late Mr Hardy for thirty years or more, and came in contact with him from a good many angles. He was one of the fairest, most generous, upright and yet strict business men that it has been my good fortune to meet. Knowing him as well as I did, in his death, I feel a distinct personal loss, and it leaves a vacancy which it will be extremely hard to fill. Words will not convey our sense of loss in the passing of this friend and gentleman."

Western Canada News

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, is attending the travellers' convention of the Boston Varnish Co., held in Boston this week.

John Fraser, of the J. H. Ashdown Hardware Co., Winnipeg, and David Sutherland of Saskatoon, are attending the Boston Varnish Co. convention held in Boston this week.

At a meeting of the executive of the Winnipeg Retail Salesmen's Association, it was decided to adopt a policy of "watchful waiting" in connection with the enforcement of the early closing by-law. Arrangements were made for an educational campaign during the winter, when experts from all parts of the continent will lecture on subjects of prime importance to salesmen. John Drewe, president, stated that the proposal by the Retail Merchants' Association for the establishment of the college of commerce in connection with the University of Manitoba will be discussed at the next meeting of the salesmen's executive. He expressed himself personally as being in sympathy with the project, and said there was no doubt it would receive the strong support of the executive.

A meeting of the executive committee of the hardware section of the Manitoba Provincial Board of the Retail Merchants' Association was held recently when routine business was disposed of. A. E. Wyatt presided, and the others present were W. A. Templeton, A. G. Box, Souris; W. E. N. King, Neepawa, and W. C. Atkins, Morden.

Lougheed Hardware, Lougheed, Alta., has been burnt out.

J. A. Marshall, sales manager of Wood, Vallance & Adams Ltd., Calgary, spent the past week in Regina attending a conference of the sales managers and sporting goods men of the different Wood, Vallance centres of Western Canada.

J. B. Jenkins, sales manager of The Calgary branch of the J. H. Ashdown Hardware Co., Ltd., and T. R. Partridge, traveling paint salesman of the same firm, are on a trip to Boston to attend a sales convention of The Boston Varnish Co.

T. R. Stuart, retail hardware merchant of Calgary, is spending a week holidaying and shooting at Pigeon Lake.

Geo. M. Christie, manager of the Calgary branch of The G. F. Stephens Co., Ltd., is on a trip to his firm's head office at Winnipeg.

R. B. Wilkinson, proprietor of a chain of hardware stores in Alberta, has returned from a combined business and shooting trip.

A. W. Drinnan, sales manager of Metals Ltd., Calgary, has returned from a week's shooting trip to Buffalo Lake.

R. E. Doherty, manager of Crane Ltd., Calgary, was a visitor to Edmonton this week end.

Edmonton, Alta.—The Western Steel Products Ltd., are contemplating putting up a modern plant in the city to replace their present plant which is located near the exhibition grounds.

Vancouver.—The Mystic Heating Co., manufacturers of gas heaters, has started business in Vancouver.

Vancouver.—Harry C. Martin, of Finlayson and Mather, is again this season taking a keen interest in amateur hockey. President of the Towers Athletic Club, he announced the other day that his organization would have three teams in the various league divisions this winter. He is also prominent in golf circles and at various times has taken honors in the competitions of the Vancouver Club at Burquitlam.

The Vancouver branch of the Canada Cycle and Motor Company were the hosts this week to the local cycle dealers' association. B. B. Halliday, the sales manager, spoke optimistically of the business outlook and then told of world tour in 1919 and 1920.

Vancouver.—McLellan and McFeely, popularly known as "Mac and Mac," wholesale hardware dealers, have issued a new catalogue based on the decimal system instead of the old method of packing and pricing goods by the dozen and gross. They are now asking the trade for opinions as to whether the new system is an improvement.

WINNIPEG SAVE THE SURFACE ASS'N. MEETS

Winnipeg Save the Surface Association, held a meeting on Wednesday evening with John Drewe of the Winnipeg Paint & Glass Company in the chair. John A. Acheson, manager of the Dominion Linseed Oil Company, Limited, gave a very instructive address on the "History of the Manufacture of Linseed Oil and its Uses." Over fifty-nine retail hardware men were present and short addresses were given by A. G. Box, Souris, and W. E. N. King of Neepawa. This is the first of a series of meetings in the way of a dinner and it is proposed to hold several others during the winter.

PLACE STEEL RAIL ORDER

An order for twenty-five thousand tons of 100-lb. steel rails for delivery next spring has been placed by Grand Trunk Railway, it was announced at British Empire Steel headquarters. The order insures an uninterrupted winter's work for 3,000 men employed at the Sydney steel plant, because other orders in hand will keep the mills going until Christmas, and the spring delivery feature will enable the company to wait until the first of the year before rolling steel for the Grand Trunk.

SAYS BALDWIN FIRM WILL STAY IN CANADA

It was stated by Captain Hugh C. Poynter, president of the Baldwin Canadian Steel Corporation, that the mere fact that the Ashbridge Bay plant has been closed down for a long time does not indicate that they are going to move out of Canada. Rumor has insisted that the property will pass over to the Bethlehem Steel Corporation, and while the Captain declined to discuss the suggested transfer of interests, he insisted that they will remain in this country.

Would Distinctive Container for Gasoline and Coal Oil be an Advantage?

FOLLOWING upon the passing of a resolution by the Board of Trade of North Bay, Ont., favoring a distinctive container for gasoline and for coal oil, so as to eliminate danger of the two being confused, Hardware and Metal interviewed E. P. Heaton, Ontario Fire Marshal, on the subject. This was done because of the fact that heavy fire losses and some fatalities have occurred through the confusion of gasoline and coal oil. After pointing out that this suggestion was endorsed by the Associated Boards of Trade, Mr. Heaton stated:—

> "It would in our judgment be a very valuable safeguard if a provincial law was passed regulating the class and character of containers for gasoline and coal oil.
>
> "We have not yet reached the point when we feel we should ask for legislation on this point but resolutions from such bodies as the Boards of Trade should prepare the way for a later adoption of such Act."

Hardware and Metal welcomes expressions of opinion from those in the trade who think some change may be made in containers so as to render confusion of the two more unlikely. Write the Editor, Hardware and Metal, 143 University Avenue, Toronto.

New Hardware Goods

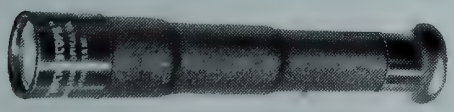
Offered to Canadian Hardwaremen

HOBBS SIDE WINGS

The Hobbs Manufacturing Co., London, Ont., are introducing to the market, Hobbs side wings for autos. These are plate glass wings that can be attached to the windshield of any open car. They are described as an aid to comfort, as the object is to deflect the wind and rain from the occupants of the car when driving. It is pointed out by the makers that these side wings have been decided upon as standard equipment for Durant cars in Canada. They can be quickly attached. The Hobbs Co. emphasize the fact that there are no holes in the glass to weaken it. The wings are made in two styles, either to clamp to the windshield post or to be attached by means of adjusting nuts. The metal attachments are of bronze, heavily nickelled.

THE POCKESCOPE

The Pockescope is a pocket telescope of five inches in length. It is the product of the Wollensak Optical Co., Rochester, N. Y., and is being introduced to the Canadian field. The magnification of the Pockescope is over four and one-half times. The maximum diameter is 11/16 inches. Five inches is the length when extended—when closed it is only



3½ inches long. It is finished with black lacquer and furnished in grey suede leather case. The manufacturers describe it as an ideal and attractive outing accessory. It is a product designed to appeal to the camper, tourist, hunter, motorist, picnicker, gift seeker, fisherman, boy scout, ball fan and sportsman generally.

VIKO COLONIAL PERCOLATOR

The makers of the Viko line of aluminum ware claim they have perfected machinery which considerably lowers the cost of production and thus will enable this Colonial design percolator to sell



at the same price level as the ordinary round types. It is pointed out that formerly this special design was more expensive than the round pattern owing to the involved process of manufacture. The Aluminum Specialty Co., Ltd., Toronto, are the distributors for this line. This new Colonial design percolator is of regular six-cup capacity, while it has the improved spreader on top of the insert.

SECURITY GLARE ELIMINATOR

The Security glare eliminator is a colored glass shield attached to the top of the windshield through which the glare of the passing car is neutralized. It is manufactured for either open or closed models and for any make of car. The one for open cars clamps on the top of the windshield, while that for closed cars screws on to the frame just over the windshield. These eliminators are furnished in various shades of glass. There are two joints on the lever between the bracket and the glass by which adjustments can be made to any convenient height. Made by the Security Mfg. Co, of Rochester, N. Y.

PELICAN PLIERS

The Pelican pliers are specially designed for battery work and combine several tools in one. The manufacturers point out that a wrench on the end of the handle will loosen the clamping nut; a screw-driver on the other handle will spread the terminal clamp, besides the plier jaws for removing corroded vertical, taper and straight terminal clamps. The pelican-shaped jaws will grip hexagon nuts and square and round headed terminal bolts. The opening in the wrench jaws is made for a five-sixteenths standard and hexagon nut. They are made by the Thompson Mfg. Co, of Meadville, Penn.

BETSY ROSS HOT PLATE

The Betsy Ross hot plate has been placed on the market by the Central Flatiron Manufacturing Co., Johnson City, N. Y. The construction of this hot

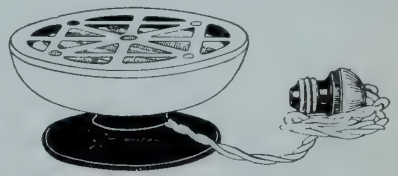


plate embodies a polished aluminum bowl, with mahogany base end and removable top. The heating element is of silchrome. The grille is of strong nickeled steel, to support the weight of articles put on it. The top may be removed so as to clean heating element.

Should the Man on the Street Pay $125 For Device Costing Factory But $50?

This big spread in prices has brought about much discussion of the advisability of "eliminating the middlemen" who are alleged to be requiring too big a margin for distribution.

The trend of the times is toward more efficient merchandising and only those middlemen who justify their function will continue in business, according to an authority who discusses the subject in detail in next week's issue of HARDWARE and METAL.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

ENQUIRIES FOR CANADIAN MANUFACTURERS OF HARDWARE

Hardware and Metal has received the following letter in connection with the subject of Canadian manufacturers desirous of opening up export trade relations with Great Britain. Those interested in this connection have this opportunity of communicating direct with the concern named below:

Messrs. The MacLean Publishing Co., Ltd., Toronto, Canada.

We are desirous of getting into touch with reliable Canadian manufacturers of the following:—

(a) White Pine Doors, Mouldings, etc.
(b) Malleable Iron Tube Fittings for Gas, Steam and Water.
(c) Iron Bars, etc., for reinforced concrete.
(d) Cast Iron Soil Pipes and Fittings for Gas and Water.
(e) Heating Stoves for Central Heating Purposes.
(f) Roller Door Hangers and Track.

We believe there are quite a number of Canadian manufacturers desirous of opening up relations with this country, their difficulty being to get into touch with thoroughly reliable and fully experienced people on this side, who are in a position to adequately protect their interests, and in view of the present changed conditions on your side our opinion is there is no doubt that many Canadian works may find it to their interests to open up and further extend their relations in this country, particularly having regard to what is happening in the U. S.

We should, therefore, feel extremely obliged to you if you would kindly favor us with the names and addresses of a few enterprising manufacturers of the above lines, when we would ourselves get into touch with them and submit our proposals.

(Signed) E. HILL ALDAM & CO., LTD.
Manor House, 93, Stamford St.,
London, S. E. 1.
England.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

COMFORT GASOLINE IRON

Messrs. Brown & Newell, Aylmer, Ont.—Kindly advise where we can secure repairs for the Comfort gasoline iron.

Answer.—The National Stamping & Electric Works, Chicago, Ill.

CAPITOL WASHING MACHINE

Ingram & McMaster, Welland, Ont.—Will you kindly advise us the name of the manufacturer of the American Capitol water motor washing machine?

Answer.—The Blackstone Mfg. Co., Jamestown, N.Y.

HARDWARE AND CUTLERY CO., LTD.

R. T. Holman, Ltd., Summerside, P.E.I.—Kindly advise us the address of the Hardware and Cutlery Co., Ltd.

Answer.—This firm is located at 30 St. Francis Xavier St., Montreal, Que.

DANGLER FIRE POT

Millers & Hoelke Co., Haliburton, Ont.—Please advise where we can secure the Dangler fire pot.

Answer.—The Dangler Stove Co., Cleveland, Ohio.—This is handled by the McClary Mfg. Co., Toronto and London.

DO YOU REMEMBER?

To recall to mind the doings in the hardware trade thirty years ago, and the nature of merchandise handled at that time, Hardware and Metal plans to start with next week's issue, a page entitled "Do you Remember?" on which editorial matter and illustrations will appear as outlined. This will be a highly interesting feature to all readers. Watch for it.

ONE MINUTE WASHER

Wm. Lawrie, Forest, Ont.—Where can I get repairs for the One Minute washer?

Answer.—The One Minute Mfg. Co., Newton, Ohio.

VICTORY SELF-PROPELLING NOZZLE

The Beaver Wood Fibre Co., Ltd., Thorold, Ont.—Kindly advise the name of the company which makes the Victory self-propelling nozzle.

Answer.—Mussens, Ltd., Confederation Life Bldg., Toronto.

CEMENT WORKERS' TOOLS

The Smith Hardware Co., Cornwall, Ont.—Please give us the names and addresses of manufacturers of cement workers' tools.

Answer.—The Abram Cement Tool Co., Windsor, Ont.; The Cummings Brass, Iron & Wire Co., Winnipeg, Man.; The London Concrete Machinery Co., Ltd., London, Ont.; Wettlaufer Bros., Ltd., Toronto.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

CHICAGO SPRING HINGES

Catalog No. 39 has been issued by the Chicago Spring Butt Co., of Chicago, Ill. This book includes descriptions of Triplex spring butt hinges, springless butt hinges, Relax, Non-Release, Premier and Ajax lines of spring pivot-hinges, floor mortise pivot hinges, various styles of gate hinges, screen door spring hinges, door stops, door bolts and accessories. A schedule of parts for these different products, as well as table of weights and private telegraph code for ordering are also included. The book comprises forty-four pages with several illustrations of the various special lines. Drawings showing the action of spring-pivot hinges and gate and lavatory spring hinges are found on the concluding pages.

FINDLAY STOVES AND RANGES

Findlay Bros. Co., Ltd., Carleton Place, Ont., are distributing a new catalog covering stoves, ranges, pipe and pipeless furnaces. The major portion of this book is devoted to illustrations and descriptions of various types of Findlay ranges. The introductory page deals with the creed of the manufacturers, and offers the suggestion that business is primarily a relation between men for their mutual advancement. Many styles of stoves are also illustrated, full specifications, sizes and numbers being given in each case. Parlor heaters and cook stoves are also listed. Capacities and dimensions regarding Findlay's pipless furnace are given in detail. A page giving a number of hints for setting up and operating stoves and dealing with complaints is a useful addition. Numbers and names for repair parts conclude this catalog.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of November 1, 1902:

"The Taylor-Forbes Co. has just taken over the plants of Woodyatt & Co., manufacturers of general hardware, and The Guelph Malleable Iron Works in Guelph. They purpose enlarging their plants and have since the first of April increased the number of their employees nearly 40 per cent. The officers of the new company are Jno. M. Taylor, president and general manager; Geo. D. Forbes, vice-president; Adam Taylor, secretary-treasurer; Joseph A. Hewett, assistant secretary; Harry F. Moulden, general sales agent."

"The regular monthly meeting of the Hardware Section of the Retail Merchants Association of Canada was held on Thursday evening, John Caslor presiding in the absence of E. R. Rogers. Over 50 communications were read from hardware merchants all agreeing that the price on certain lines of goods will have to be changed. Thirty-five new members were added."

"The Kemp Mfg. Co. (now Sheet Metal Products Co.) offer to purchase from Toronto City Council land to the east of their factory on Bell St. and some other small parcels in the neighborhood to extend their factory and to establish direct communications with the railway sidings."

"The Toronto Junction Council held a meeting and awarded the contract for the new electric light system to the Canadian General Electric Co. for $3,580. The Western Electric Co. of Chicago, tendered also; their price was $150 lower than that of the Canadian company."

"Friends of Charles Donald will regret to learn of his death at Sylvania, Ohio. Deceased was a brother of Alexander Donald of the B. Greening Wire Co., Hamilton, and at one time represented the Ontario Lead and Wire Co., of Toronto."

"George E. Sharpe, manager of the Calgary branch The Hudson's Bay Co. has been appointed assistant general manager and J. G. Edgar has been appointed manager of the Calgary branch."

"The Toronto Hardware Mfg. Co., which has been in business for 21 years on Queen Street West, Toronto, is erecting new premises on Dufferin Street."

"C. M. Robertson, of the James Robertson Co. Ltd., Toronto, and A. McMichael, general manager of the company, have left for a trip through England, Ireland and Scotland."

"To manufacture refrigerators, screen doors and windows, pails, buckets, etc., Brantford capitalists have organized the Harold-Sanderson Co., Ltd., capitalized at $40,000."

"J. G. Manseau, of the office staff of the Canada Hardware Co., was married to Miss Anna Nantel, of Ste. Rose, Quebec."

"Carscallen Bros., of Dresden, Ont., have dissolved. J. B. Carscallen continues."

"Coulter & Campbell, brass and copper works, Toronto, had a fire in their copper shop."



ONE of the features of the current hardware market developments is the announcement of prices for next season on such lines as screen doors and windows, harvest tools, hay rakes, scythe snaths, reaping hooks, hay knives, snaths and screen wire cloth. Another premier change is the reduction in rope prices, manufacturers stating that this development indicates an effort to place quotations for next season on a timely basis. Gasoline also records the fourth decline in as many weeks. Other current reductions include screen wire cloth and oakum, while revised discounts on drills bring easier prices into effect in some quarters. Here the price reductions cease and advances again occupy the forward position on the current market stage. Solders record a second increase, while boiler tubes, both lapweld and seamless, appear with new higher prices on practically all sizes. Lock stove pipes have advanced five per cent., and new price lists are now in effect on leather soles and heels, showing varying increases. Cotton wrapping twines are also on a higher level. Game trap quotations have been advanced owing to the rising cost of materials. A possible higher list is also foreshadowed on wrought piping, following upon the recent upward development in other primary centres. Higher tin prices feature the ingot metal group, while lead and spelter retain an unusual degree of strength due to marked advances in outside markets. October is reported a good month for the iron and steel trade when compared with the record for the previous season. Zinc sheets are now very firm in price. Where current price adjustments are on a lower basis, this trend is mainly attributed to economies which have been effected at the sources of production rather than a lessening in material costs. Pre-holiday retail buying is commencing in general. Particular interest is shown in such lines as electrical household appliances, glass ovenware, cutlery, sporting goods, toys, chinaware and tools. Prices are firm and the general price tendency in the hardware market is mainly upward. Stoves and furnaces, auto accessories and hunting equipment are in good demand. Collections in some districts are easier, but are generally not as good as had been expected because of the scale of prices that prevails for farm crops, the fact that in many cases disposition of crops has still to be made, while fair weather conditions have held the interest of the farmer on the land.

Montreal, Que.

MONTREAL, November 2.—One of the chief developments on the hardware markets is the revision in rope prices. Base prices on manila, Beaver or New Zealand hemp, sisal and lathyarns are reduced one cent per pound, while differentials on certain manila ropes are increased. Another interesting change is the new season's price on wire cloth which is thirty-five cents lower than last year. Gasoline is again reduced, this being the fourth decline in as many weeks. Increased quotations are noted on game traps, boiler tubes, stove pipes and certain sizes and qualities of leather soles and heels. Ingot metals, tin, spelter and lead still display a very firm tendency, with slightly higher prices again appearing on the local market. The galvanized sheet market is placed in a firm position, higher spelter prices now reflecting in these products through increasing the cost of galvanizing. The feeling is apparent that higher price levels on wrought piping are under consideration.

REVISED QUOTATIONS ANNOUNCED ON ROPE

Montreal.

Revised prices, effective from November 1, are given on rope, and base quotations on pure Manila, Beaver or New Zealand manila, sisal and lathyarns are reduced one cent per pound. Through increasing differentials, however, higher prices are quoted on such lines of manila rope as transmission, manila lobster marline and fine yacht rope. On transmission rope the differential was advanced from 5 to 6 cents over base while on manila lobster marline and fine yacht there is an increase of 5 cents over base.

Following are new base prices; Pure manila 20 cts.; Beaver or New Zealand 18 cts.; sisal 16 cts.; single lathyarn 16 cts.; double lathyarn 16½ cts.; lobster rope 16½ cts.

REDUCTION IN SCREEN CLOTH FOR NEXT SEASON

Montreal.

New season's prices on screen cloth are now issued, showing a reduction of 35 cents per 100 square feet. New quotation is $2.65 per 100 sq. ft.

HARVEST TOOL QUOTATIONS SHOW NO CHANGE

Montreal.

In issuing prices for next season on harvest tools no change is made in quotations, and these are again quoted at less 60 per cent. Scythes and snaths also remain practically unchanged.

TEN PER CENT INCREASE IN GAME TRAP PRICES

Montreal.

Advanced quotations are now given on game traps, showing an increase of approximately ten per cent. over former levels. Present net quotations were not available at time of going to press.

STOVE PIPE QUOTATIONS NOW HIGHER IN PRICE

Montreal.

An increase of approximately five per cent is made in quotations on most lines of lock stove pipes. These are now quoted as follows: 6 inch, $12.73; 7 inch, $13.64 per hundred.

ZINC SHEETS DISPLAY MARKED STRENGTH

Montreal.

The continued upward tendency in spelter on primary metal markets is causing a decidedly firmer tone in such finished products as zinc sheets. Local quotations on these are unchanged up to the present, but certain distributors look for a change upward in the very near future. Other lines of lead products are also unchanged since the revision in solders and lead sheets last week, but there is still a very strong tone in the market generally. While ingot tin and lead prices have not shown the rapid rise during the week that was formerly evident there is said to be no signs of weakness in either metal. Following are firm prices:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	13 00
Do., 2" to 8"	14 00
Do., 8" and over	15 00
Lead waste, per 100 lbs.	14 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	**0 13½**
Lead sheets, 2½ lbs. sq. ft., lb.	0 11
Load sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs. sq. ft., lb.	0 10
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26
Do., strictly, lb.	0 23
Do., commercial, lb.	0 22
Do., wiping, lb.	0 22
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

LEATHER SOLES AND HEELS ARE REVISED IN PRICE

Montreal.

New price lists are now issued by manufacturers of leather soles and heels. Many sizes and qualities of both tap soles and top lifts are from five to ten per cent. higher in price, while certain lines remain unchanged. Following are new net quotations on some well known numbers:

TAP SOLES—

Per dozen—No. 12, $6.60; No. 13, $5.30; No. 14, $3.30; No. 15, $2.70; No. 120, $4.25; No. 121, $3.80; No. 122, $3.40; No. 123, $3.10; No. 129, $1.65; No. 130, $1.50; No. 131, $1.35; No. 37½, $1.85.

TOP LIFTS—

Per dozen—No. 51, $1.25; No. 52, $1.05; No. 53, $0.85.

DULL MARKET TONE IN WASTE MATERIALS

Montreal.

A dull market continues in waste materials generally, and notwithstanding a fairly active period in steel production circles dealers report a slow movement to these quarters. Non-ferrous metals display a slightly better market tone, although business in these also is limited. The spurt in zinc prices on virgin metal markets has as yet failed to reflect to any extent on scrap. Rubber scrap remains very dull.

Quotations are nominally unchanged and following are average dealers' buying prices:

SCRAP—

Automobile Tires	**0 50**
Rubber Shoes	0 02
Yellow brass	0 05 to 0 06
Red brass	**0 08¾**
Light brass	0 04
Scrap zinc	0 04
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11½
Wrought iron, R. Rd., No. 1 per gr. ton.	**10 00**
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 10 00
No. 2 busheling	**8 00**
Boiler plate	8 00 to 9 00
No 1 machinery cast	20 00 22 00

FAIR MOVEMENT REPORTED IN CORRUGATED SHEETS

Montreal.

Current business in corrugated sheets is described as continuing in fair seasonal proportions. Although a little quieter in previous weeks the recent fine weather has stimulated sales to a degree. The undertone of the market is little changed, following the trend of flat galvanized sheets, and the somewhat stronger tone in the latter at the present time owing to extra cost of galvanizing, is said to have a tendency to firm the market tone for corrugated. Unchanged list prices and discounts are:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

FURTHER DROP OF ONE CENT IN GASOLINE

Montreal.

For the fourth time in as many weeks gasoline prices are again reduced one cent per gallon bringing present quotation to 30 cents per gallon. Reasons for the continued decline are again given as the weakness in primary markets and the usual falling off in consumption at this season of the year. Coal oil price still remains unchanged at 21 cents.

GOOD FALL TRADE IN SOIL PIPE AND FITTINGS

Montreal.

The movement of soil pipe and fittings is again stated to be remarkably good for the season of the year, building construction continuing in an encouraging manner. There is no change made in quotations, and it is still noted that the undertone of the market continues on a steady to firm basis. Prevailing discounts are:

SOIL PIPE—

2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net

Fittings—

2 and 6 inch	45%
8 inch	net

HIGHER ZINC PRICES MAY AFFECT GALVANIZED SHEETS

Montreal.

As pointed out in recent issues of Hardware and Metal that notwithstanding an easier tendency on local galvanized sheet markets, there has been a firm tone everpresent from a production standpoint. Now further assisting in this direction is the rise in spelter on metal markets which will naturally increase the cost of galvarizing. According to local importers and distributors this factor is liable to have a more direct bearing on the market than other conditions which have recently come to light. One large importer of English sheets stated that while up to the present they have had no advice of advanced prices on the overseas market there is every likelihood of such a change in the near future if zinc maintains its present higher market position. Just to what extent this tendency will reflect locally is considered problematic, the fact that stocks are now much heavier than in earlier months being a condition not to be overlooked.

Tin plate and Canada plate appear to be on a steady price basis with ample shipments arriving to take care of immediate requirements. Average price levels are as follows:

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 75
26 gauge	6 75	7 50
24 gauge	6 15	6 90
22 gauge	5 80	6 55
18—20 gauge	5 10	5 85
Other Brands—		
10¾ oz	6 75	7 50
28 U. S. gauge	6 35	7 10
26 U. S. gauge	6 05	6 80
24 gauge	5 90	6 65
2 gauge	5 90	6 65
18—20 gauge	5 75	6 50
16 gauge	5 60	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

HIGHER QUOTATIONS ON BOILER TUBES

Montreal.

An increase of from three-quarters to two cents per foot is announced on the various sizes of boiler tubes, both on seamless and lapweld. A somewhat improved movement is now in evidence on these products, and it is noted that delivery from the mills has tightened up considerably in recent weeks. This improvement in demand naturally has assisted towards a firmer undertone, and with continued activity during the remainder of this month a steady to firm outlook is presented. Following are new average quotations :

BOILER TUBES—

	Seamless	Lapweld
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	21 00	.....
1¾ inch	24 50	24 00
2 inch	21 00	19 75
2¼ inch	24 00	22 25
2½ inch	27 00	23 25
3 inch	33 00	29 50
3½ inch	38 00	34 25
4 inch	49 00	43 50

Prices per 100 ft. f.o.b. Montreal.

BUSINESS IN STEEL SHOWS IMPROVEMENT

Montreal.

It is stated among local distributing circles that current trade in bar iron and steel products is showing a considerable improvement over previous weeks, and is now well up to expectations. More staple lines are selling in fairly good volume to the dealer trade, reflecting the heavier consumptive demand usual at this season. This improved call has slowed up deliveries from the mills to an extent, although this condition is not felt on these products to the same degree as on other iron and steel goods at the present time. Quotations remain at former levels, with the undertone described as steady rather than the decidedly firm tone which was evident some few weeks ago. Unchanged local quotations are as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50 3 65
Spring steel	4 75 8 50
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

FIRM UNDERTONE CONTINUES IN PIPE FITTINGS

Montreal.

A firm tone continues in the market for pipe fittings with trade still said to be in good volume. No change is made in quotations, although there is a tendency towards firmer prices, especially on such lines as wrought nipples and couplings, which are usually included with pipe quotations. Present discounts are the following:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2¼ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%
MALLEABLE FITTINGS—	
Price list effective June 1st, 1922. Discount 70 per cent.	

STILL HIGHER PRICES ON TIN, LEAD AND SPELTER

Montreal.

The ingot metal markets continue firm, and although a little quieter with advances not as rapid as last week slightly higher quotations again appear on the local market for tin, lead and spelter.

TIN.—This metal continued to advance earlier in the week, but has shown a slight reaction during the past few days. This is considered only temporary however and higher prices may yet develop. Local market is one cent higher at 41 cents.

COPPER.—The copper market is still a quiet one, with little or no new developments. Prices are unchanged at 17½ cts. for casting and 17¾ cts. for electro.

LEAD.—Lead is a little easier in London although the American market is rather firmer. The set-back in England is considered temporary and the undertone of this metal is still strong. Local price slightly higher at 8 cents.

SPELTER.—Spelter has had a rapid advance, but considering the export from the U. S. A. to England this is not surprising. With more and more of this even higher levels might be expected. East St. Louis touched a new high point since 1920 at $7.10. Locally the market is also higher at 9¾ cents.

Toronto, Ont.

TORONTO, November 2.—Another heavy budget of price revisions again emphasizes the importance of the weekly hardware markets. Several reductions appear this week, while the announcement of next season's price levels on a number of lines also attracts attention. Screen wire cloth is reduced, while gasoline also records another decline, the downward movement of prices on this product having become almost a habit during the past four weeks. Rope and cordage, oakum, and drills appear with lower quotations. In addition to screen wire cloth prices for 1923, screen doors and windows, harvest tools, hay rakes, scythe snaths, reaping hooks, snaths, and hay knives, are all treated in a similar manner. Several price advances serve to indicate that the upward trend has not ended, solders appearing with another increase following the rise recorded last week. Game traps are also advanced ten per cent., while a possible higher price list is foreshadowed on wrought piping. Some variation is now evident in local sheet prices, especially on black and galvanized. Both higher and lower quotations have been recorded. The situation regarding supplies is now much easier.

NEW QUOTATIONS ON SCREEN WIRE CLOTH

Toronto

Screen wire cloth prices for the season of 1923 show a slight reduction from former levels. The new base quotations follow:

Black, 12 mesh, $2.65 per 100 square feet.

Galvanized, 14 mesh, $3.75 per 100 square feet.

Bronze, 14 mesh, $9.50 per 100 square feet.

There is the usual additional five cents for 50 ft. rolls.

GAME TRAP PRICES ADVANCED TEN PER CENT

Toronto.

Owing to recent increases in the cost of raw materials, manufacturers of game traps announce a general advance of ten per cent. in quotations on these products.

PRICES REDUCED ON ROPE AND CORDAGE

Toronto.

Manufacturers of rope and cordage announce lower prices this week, a reduction of one cent per pound being in effect on pure Manila, Beaver and British manila, New Zealand hemp, sisal, and single and double lath yarn. The new levels are effective from November 1. In making this recession, it is pointed out that an effort has been made to place quotations on these products at as low a basis as possible for next season. Hemp products are also reduced, the decline being four cents per pound on Marline, halyards and tarred ratline. Following are the revised prices:

ROPE—	
Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and large rdiameter. The following advances over basis are made for smaller sizes:—⅝ in., 6c.; 7-16 to 9-16 in.. 1c.; ⅜ in., 1½c.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards. (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

QUOTATIONS ON HAY KNIVES FOR NEXT SEASON

Toronto.

No change has been made in quotations on hay knives for the 1923 season, the current levels announced being: Lightning, $14.00; Heaths, $14.00; Spear Point, $15.00.

REVISED DISCOUNTS APPEAR ON DRILLS

Toronto.

The announcement of new discounts brings lower quotations on drills this week. Big stock drills are now quoted at less 52½ per cent., compared with the former level of fifty per cent. Straight shank drills appear with a discount of 57½ per cent., and wood drills are now shown at less 52½ per cent.

HARVEST TOOL PRICES FOR 1923 SEASON

Toronto.

Harvest tool prices for the 1923 season are also announced this week. The discount is 60 per cent. The only difference from former levels is that there is no five per cent. for early booking this year, as was the case last season, this having been withdrawn.

HAY RAKES APPEAR WITH REVISED PRICE LEVELS

Toronto.

New prices on hay rakes are now in effect, the revised quotations being as fellows: iron bow bent No. 1, $6.30, wood bow bent, $6.80.

NEW LOWER QUOTATIONS ON SCYTHE SNATHS

Toronto.

Revised quotations on scythe snaths announced this week show slight reductions as follows:

SCYTHE SNATHS—

Loop and bolt No. 1 $16.25; No. 2, $15.60; No. 3, $14.20.

Ring and wedge, No. 1, $14.85; No. 2, $14.20; No. 3, $12.85.

Patent loop and bolt, No. 00, $17.00.

SNATH PRICES ANNOUNCED FOR NEXT SEASON

Toronto.

Quotations on snaths are now given as follows: cast steel, $15.00 per dozen. Other higher grades, such as Golden Clipper and Little Giant, at $16.00 and $17.00 respectively.

1923 PRICE LEVELS ON REAPING TOOLS

Toronto.

Price levels on reaping hooks for 1923 season are announced this week, the quotations being as follows:

REAPING HOOKS—

No. 2, $3.90; No. 3, $4.00; No. 4, $4.10; Barden, $6.50; Little Giant, $6.50.

BECOMING A HABIT TO LOWER GASOLINE PRICE

Toronto.

The fourth reduction in as many weeks is now made on gasoline prices, the current decline being two cents per gallon. This downward change brings the prevailing quotation to $0.29, thus indicating a recession of five cents per gallon since the first of the recent reductions was announced. For the past three or four weeks the tone of the gasoline market has been decidedly easier, consumption having declined in volume, while stocks are described as correspondingly adequate.

Coal oil still exhibits a firm tendency, although no price changes have taken place. It is stated, however, that the trend is upward rather than downward at present under the influence of a brisk seasonal demand. The Palacine grade of coal oil has been withdrawn from the market.

EASIER PRICE LEVEL ON PLUMBERS' OAKUM

Toronto.

A reduction of thirty cents per cwt. has been made in quotations on plumbers' oakum, the local price level now being $6.00 per 100 lbs., or $3.00 in fifty pound bales. Navy special No. 1, is quoted at $13.00 per cwt.

Active Demand Tests Supply of Furnaces

Unusually Brisk Demand Reduces Stocks to Minimum With Seasonal Movement at its Height—Price Situation Undoubtedly Very Firm—Electric Ranges in Marked Activity

THE MOVEMENT of furnaces has been especially active during the past few weeks, and in certain quarters it is noted that a shortage now exists in some sizes. One manufacturer stated to Hardware and Metal, that the movement had been exceptionally brisk for several weeks past with no signs of the demand letting up. Already a shortage was evident, as furnaces were being shipped out to meet prevailing requirements just as fast as they were received from the foundry. At the present time, no pipeless furnaces were on hand, although a shipment was on the way.

"This condition indicates the trend of business which is undoubtedly very good in this line and in many cases generally beyond our expectations. If the orders keep coming in—and there is no signs of the demand slackening—we look for the supply situation to become accentuated during the months of November and December, as stocks are already reduced to a minimum, with the seasonal demand at its height and several weeks of marked activity still ahead.

"The market tone is very firm, due to the trend of raw materials which, as recently noted, are generally on a higher plane. While no price changes have been announced, it is felt that should any movement in this direction develop during the ensuing weeks, such a revision would undoubtedly be in the nature of of an advance."

In supporting this, it was pointed out that when certain reductions were last made in quotations, manufacturers stated at that time, that conditions hardly warranted a decline. It was admitted that a movement toward higher price levels might possibly develop in view of the trend of manufacturing costs combined with continued activity in the volume of orders. The general activity recorded was evidently well spread out, optimistic reports being received from most centres. Compared with the records of trade in this line last year, business in the west is well ahead.

Electric ranges are selling as fast as ever, according to the current reports of local manufacturers and distributors, while gas stoves and coal and wood ranges are also experiencing an unusual volume of seasonable trade. The viewpoint is expressed that these products remain the centre of attraction for several weeks, with the trend of prices undoubtedly very firm.

ANOTHER ADVANCE IN QUOTATIONS IN SOLDERS

Toronto.

Following on the advance of one cent per pound in solder prices recorded last week, a further increase of one and a half cents on all grades is now announced. In addition, wire solder is advanced one cent per pound, this change bringing the revised level to 31 cents. This upward trend reflects the climb of primary metals, it being pointed out that tin and spelter were showing unusual strength, with correspondingly higher prices. There has been no further change on other lead products, sheets and pipe remaining steady to firm. Following are the new quotations:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.	0 13
Lead Waste, pipe, list, per lb.	0 14
Do., over 8 in., list per lb.	0 15
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 31
Do., strictly, lb.	0 25
Do., wiping, lb.	0 23½
Do., guaranteed, lb.	0 26½
Do., commercial, lb,	0 23½
Zinc sheets, per lb. 0 11	0 12

SCREEN DOOR AND WINDOW PRICES FOR 1923

Toronto.

Quotations on screen doors and windows for the season of 1923 are now announced, but no appreciable change is noted from this year's prices. Following is list No. W 10, giving prices in the Sanderson-Harold line:

SCREEN DOORS—

(⅞" Thick, Dowelled.)

No.	Stiles.	Description	Per doz.
1	4"	Grained Only	$18.60
2	4"	Grained Only	22.40
21	4"	Grained, Filled and Varnished..	28.00
21½	4"	Grained, Filled and Varnished..	29.20
24	4"	Grained, Filled and Varnished..	29.20
8	4"	Grained, Filled and Varnished..	32.80
9	4"	Grained, Filled and Varnished..	36.90
		(1⅛" Thick, Mortised Frame)	
28	3"	Grained, Filled and Varnished..	32.50

COMBINATION STORM AND SCREEN DOORS—

No. 80—4" Stiles, 1⅛" thick, Mortised, Interchangeable Panels. Grained, Filled and Varnished, per doz. 64.00

PERFECTION WINDOW SCREENS—

No.	High	Closed	Open	Per Doz.
12	10"	20"	32½"	$3.50
12½	10"	24"	40½"	3.90
1	14"	15"	22½"	3.40
13	14"	18"	28½"	3.85
14	14"	20"	32½"	4.10
14½	14"	22"	36½"	4.35
15	14"	24"	40½"	4.70
16	14"	34"	60"	6.50
2	18"	18"	28½"	4.50
3	18"	20"	32½"	4.95
4	18"	22"	36½"	5.30
5	18"	24"	40½"	5.80
6	22"	22"	36½"	6.25
7	22"	24"	40½"	6.70
8	22"	26"	44½"	7.30
9	24"	26"	44½"	7.90
10	24"	34"	60"	9.80

POSSIBLE ADVANCE IN WROUGHT STEEL PIPING

Toronto.

While list No. 54, still governs domestic pipe markets, the advance recorded in the last issue by American makers of wrought steel pipe amounted to approximately $4 per net ton. Eighth-inch merchant pipe is advanced 2½ points, or $5 the ton. This is said to be the first important price advance that the Steel Corporation has made in six years that had not first been made by independent producers. While no announcement has yet been made by Canadian pipe mills, there is some likelihood that domestic prices will be revised. Advances made some weeks ago, it is said, were overdue. Material has increased in price since then, and it has been an expensive process to obtain supplies of skelp. Manufacturers point to the fact that the United States has differences in climate by which building operations may be continued in some sections all year round, and consequently the demand there has more stability, while in Canada, winter enforces a slowing-up process.

COPPER PRODUCTS MOVING IN MODERATE VOLUME

Toronto.

Copper and brass products are moving in fair volume for this season of the year, there having been moderate activity reported in rods, sheets and tubing. Quotations remain on a steady basis, no further revision having been recorded since the general upward change of a few weeks ago. The undertone of primary virgin metal has fluctuated more or less, but these movements are not considered of sufficient duration by manufacturers to be immediately reflected in current price levels on the semi-finished products. Unchanged local quotations follow:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22
COPPER—	
Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

VARIATION IN LOCAL BLACK SHEET PRICES

Toronto.

Some variation is noted in current quotations on the local sheet market. In black sheets the base of $5.10 has appeared in certain quarters, while other distributors are maintaining higher levels, extending from $5.25 to $5.40, with the former price as the lower prevailing mark. That this figure is even being shaded, however, is the general conclusion, but the $5.10 quotation is not yet adopted in all quarters. A spread in quotations on galvanized is also noticeable, some distributors maintaining a base of $6.35, while others adhere to easier marks, indicating that the current trend is towards the level of $6.25 shown below. A slight range was also reported in blue annealed sheets, but prices on these are now more uniform. The situation regarding supplies is now much easier than it was during the summer period, and the current market condition has been influenced by a softening in the demand as the winter season approaches. Current average levels follow:

	Premier and Apollo
GALVANIZED SHEETS—	
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—	
10 gauge, base	4 25
12 gauge	4 30
14 gauge	4 35
16 gauge	4 40
BLACK SHEETS—	
18-20 gauge	5 05
22-24 gauge	5 10
26 gauge	5 15
28 gauge	5 25

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

PRICES ON WRAPPING TWINES AGAIN RISE

Just as Hardware and Metal goes to press a further advance of two cents per pound is announced on cotton wrapping twines. This development follows the increase recorded two weeks ago and is attributed to the strength of raw cotton markets.

SOIL PIPE QUIETER WITH WINTER'S APPROACH

Toronto.

The big demand for soil pipe and fittings which was apparent with the marked activity in building circles during the past few months has now receded somewhat as the winter season approaches. Conditions are mainly described as on a steady to firm basis, however, with quotations unchanged at the last general revision. Current discounts follow:

SOIL PIPE—	
2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net
FITTINGS—	
2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

OCTOBER GOOD MONTH FOR IRON AND STEEL

Toronto.

Distributors report that the month of October has made a good showing in the local bar iron and steel trade, when compared with the records of the past two years. Any slowing up now apparent in certain seasonal work is not viewed with any sense of alarm, as it is pointed out that this development is more or less expected at this period of the year. In many lines, however, an average trade is looked for during the winter months, although business is on a relatively moderate scale due to the lack of construction activities. No changes have occurred in existing price levels, the market remaining steady in both primary and domestic circles. Following are prevailing quotations:

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

TIN PLATE TRADE NOW SOMEWHAT EASIER

Toronto.

Trade in tin plate is described as fairly moderate for this season of the year. While the general demand has been easier, prices have held up in most quarters. The report that tin plate prices would be advanced for the first half of next year resulted in securing a little improvement in buying, but no general expectation of higher levels is looked for on domestic markets. It is stated that if iron and steel prices generally were lined up for further increases in the near future, a similar advance in tin plate might then be expected. But there is no such trend apparent. The price of coke has dropped, and pig iron quotations are also easier. The markets have been relatively dull, and while no declines are yet in sight, quotations on tin plate are hardly expected to register immediate upward revisions. Current prices follow:

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC. 14 x 20. 112 sheets	12 00

SCRAP MATERIAL PRICES AT UNCHANGED LEVELS

Toronto.

Scrap metals have remained firm on domestic markets, but consumers are still buying in small lots for immediate requirements only, although orders are more frequent than formerly. The scrap iron markets have failed to shed the quietness recently apparent. Prices, however, are firm and unchanged. The current demand for scrap rubber is reported as slightly improving. There has been no variation in quotations. The following are the usual average of deal-

ers' buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper wire	11 00	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	2 25
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

STEADY TREND TO COTTON WASTE PRICES

Toronto.

As has been the case for the past two or three months, the raw cotton markets continue to fluctuate and these changes only affect the tone of the cotton waste markets to a minor degree. The general undertone, however, is described as firm, and while there has been no change in quotations, wastes, as a cotton by-product are said to be experiencing a fair demand. The movement is steady and generally up to expectations. Following are unchanged prevailing price levels:

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

HIGHER TIN PRICES FEATURE INGOT METALS

Toronto.

The rising tendency of prices on the ingot metals is still evident, with another marked increase in tin quotations featuring the current markets. This rise is attributed to the influence of the sharp spurt recorded in London, where gains continued during the week. Trading, however, is not so active. Zinc quotations are also higher abroad and this trend is reflected on domestic centres. Copper remains the weak member of the group.

COPPER.—Copper remains in a weak condition at present, and is the only dull member of the ingot metal group. Trading is quiet, with primary market levels being weakened by importations The local level is around 17¼ cents.

TIN.—A continued marked advance in tin prices offers the feature of the non-ferrous metals. The average local quotation has reached the higher level of 41 cents, which is in direct contrast to the tone of this metal a short time ago. The London market continues to advance rapidly, and this unexpected sharp rise has been reflected in domestic circles.

LEAD.—This market is also firmer, a lack of supplies in certain primary centres contributing to the present strength. No price revisions have been made, however, in either primary or domestic markets. The current local level remains at $7.50.

SPELTER.—Firmness is also apparent in this metal, and while the local volume of trading is reported as disappointingly small, inquiries in primary centres have been more numerous, with the London market much stronger. Local prices are now advanced to $9.00 owing to the big rise in spelter quotations abroad.

ANTIMONY.—Prices on antimony locally remain at the level quoted last week of eight cents. The market generally is quiet and unchanged at previous levels.

ALUMINUM.—Aluminum prices also remain between 21 and 22 cents on the local market, there having been no variation recorded in this metal. Consumers in primary centres are making commitments for the first half of 1923.

London, Ont.

LONDON, November 2.—Improvement in trade continues in this district and business may be described as good at present. Seasonable lines are moving well and merchants anticipate an excellent sale of silverware, cutlery and various other Christmas lines.

Price quotations are very firm. Turpentine advanced again and higher prices are now generally in effect in building papers. Collections are reported as good.

ANOTHER FIVE CENT RISE IN TURPENTINE

London, Ont.

The price of turpentine advanced another five cents per gallon during the week, this change bringing into effect a new high mark for the season of $2.35 per gallon in one barrel lots. Continued strength at producing centres owing to a restricted supply contribute towards the current market conditions.

TURPENTINE—

	Imperial Gallon
1 bbl. lots	2 35
2 to 4 barrel lots	2 34
5 gal. lots	2 50

CONTINUED ACTIVITY EVIDENT IN NAILS

London, Ont.

There is still a good demand for nails, and prices on wire nails have been reduced ten cents. Wire nails are quoted at $3.65 base, and cut nails at $4.60.

SEASONAL MOVEMENT IN BUILDING PAPERS

London, Ont.

There is a good sale at present for building papers at the new higher price levels recently made effective. Plain fibre No. 2 is now quoted at $0.75 per roll, and tarred fibre No. 2, at $0.95 per roll.

SLIGHTLY HIGHER PRICE ON LOGGING CHAINS

London, Ont.

Quotations for this season on made-up electric weld logging chains are slightly higher than formerly. Following are the revised prices quoted locally:

LOGGING CHAINS—

5-16x12 ft., $2.30 each. 5-16 x 14 ft., $2.55 ea. 5-16 x 16 ft., $2.95 each. 5-16 x 18 ft., $3.35 ea. ⅜ x 12 ft., $2.85 each. ⅜ x 14 ft., $3.35 ea. ⅜ x 16 ft., $3.60 each. ⅜ x 18 ft., $4.00 each. 7-16 x 14 ft., $4.50 each. 7-16 x 16 ft., $4.90 each. 7-16 x 18 ft., $5.40 each.

NEXT SEASON'S HARVEST TOOL BOOKING PRICES

London, Ont.

Booking prices for harvest tools for spring of 1923 are the same as present, the quotation being, list less 60 per cent.

Scythes and reaping hooks are also priced the same as in 1922.

The list in harvest tools is unchanged with the exception of hand cultivators. These are revised as follows:

5-prong adjustable tooth cultivators, new list $27.50.

PRICES ON CROSS CUT SAW HANDLES

London, Ont.

Prices on cross cut saw handles show very little change this season. Following are current quotations on the T. F. Shurley Co., make:

X-CUT SAW HANDLES—

No. 480, $6.60 doz. pair. No. 482, $5.05 doz. pair. No. 481, $8.00 doz. pair. No. 482½, $5.05 doz. pair. Lion One Man, $6.00 Single doz.

LINSEED OIL PRICES SLIGHTLY FIRMER

London, Ont.

Local quotations on linseed oil are slightly firmer this week, although no change has been made in the average level in effect during the past couple of weeks.

LINSEED OIL—

	Raw	Boiled
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, add 15c gallon.

GOOD SALE NOTED IN THUMB LATCHES

London, Ont.

Dealers generally report a good sale of japanned thumb latches at present. Prices on these lines remain at the following levels: No. 2, steel, $2.00 per doz.; No. 3, $2.50 per dozen.

SEASONAL ACTIVITY IN WEATHER STRIP

London, Ont.

A good seasonal sale of weather strip is generally expected this fall, and the movement up to the present is reported as containing signs of brisk activity. Current quotations follow:

WEATHER STRIP—
Frost King, $5.00 dozen pkgs.
Wood and Felt, List—No. 60, 5c. ft.; No. 61, 5c. ft.; No. 61½, 7c. ft.; No. 64, 10c. ft.; Less 50/5 per cent.

REPORT ACTIVE SALE FOR ROOFING NAILS

London, Ont.

Roofing nails are numbered among those products enjoying a brisk seasonal movement. Current prices on this line follow:

ROOFING NAILS—
1 x 10 Canadian Large Head, $5.75 per 100 lbs.; 1 x 12 American Large Head, $10.50 per 100 lbs. F.O.B. London.

BRISK DEMAND FOR WHITE LEAD IN OIL

London, Ont.

An excellent sale for white lead in oil is reported this fall, with prices on a very firm basis owing to the trend of pig lead. Following are current unchanged levels:

WHITE LEAD IN OIL—

	Tons	LessTons
	Per 100 lbs.	
Pure	13 55	13 90
Elephant	14 05	14 40

SNOW AND STABLE SHOVELS NOW MOVING

London, Ont.

General reports indicate that snow and stable shovels are now recording a seasonably brisk movement. Current prices on these products are as follows:

SHOVELS—
No. 20, or Prince Long Handle, $5.50 doz.; No. 20 Prince, D Handle, $6.75 doz. No. 40 or King, D Handle, $7.50 doz. No. 50 or Moose, D Handle, $9.35 doz. Common Japanned, $3.75 doz.

WINDOW GLASS SALES IN BRISK VOLUME

London, Ont.

A fairly good demand for window glass is now generally recorded, seasonal activity being in full swing. This degree of improvement in current sales has served to steady the domestic markets to some extent.

WINDOW GLASS—
Domestic Glass, less than 25 cases, list less 5 per cent. 25 cases and over, list less 10 per cent. Belgian glass, less than 25 cases, list less 15 per cent.; 25 cases and over, list less 20 per cent.

SPLITTING WEDGES NOW IN POPULAR ACTIVITY

London, Ont.

Splitting wedges are selling now in fair volume. Prices are a little easier this fall, the following quotations being in effect:

Square head ..... ten cents per lb.
Truckee pattern .....eleven cents per lb.

COMBINATION STORM DOORS NOW MOVING

London, Ont.

A good sale is now commencing for combination storm doors. These products are receiving seasonal attention. Prices on the Sanderson-Harold make are; No. 80, $64.00 per dozen.

ASH SIFTERS AMONG GOOD SELLING LINES

London, Ont.

Ash sifters are numbered among the good selling lines at present. Quotations remain firm and unchanged at the following levels:

Common Wood Sides .....Dozen 2 75

ACTIVE MOVEMENT NOW RECORDED IN PUTTY

London, Ont.

An active movement is now generally recorded in putty, the seasonal fall trade in this commodity now being in full swing, according to reports received this week from local distributors. Prices are unchanged at the following levels.

PUTTY—

Standard, 100 lb. drums	4 80
Do., 25 lb. drums	5 05
Pure, 100 lb. drums	6 05
Do., 25 lb. drums	6 30

SEASONAL MOVEMENT NOTED IN BUCK SAWS

London, Ont.

A good sale for buck saws is still being generally recorded, the movement of these goods being described as seasonably satisfactory. Prices are unchanged as follows:

BUCK SAWS—
Happy Medium, $12.30 doz. Arrow Lance Tooth, $16.65 doz.; Disston Lance Tooth, $16.65 doz.; Prince Rupert Lance Tooth, $16.65 doz.

Winnipeg, Man.

WINNIPEG, Nov. 2.—There are few changes in hardware commodities this week. All lines of cotton goods, such as clothes lines, sash cord, cotton rope and wrapping twine, have shown a slight advance. Agricultural wrenches have moved to higher levels. Buying continues in a conservative manner and although collections have been disappointing up to the present time an improvement is expected just as soon as farmers get off the land. There is a seasonable demand for Christmas specialties and winter sporting goods.

CLOTHES LINES SHOW UPWARD PRICE TREND

Winnipeg.

There has been a slight advance in quotations on cotton clothes lines. Cotton clothes lines of 48 ft. long are quoted at $3.55 with 60 ft. at $4.55. There is no change in quotations on wire clothes lines.

SASH CORD ALSO SHOWS AN ADVANCE

Winnipeg.

There has been a slight advance in the price of sash cord, and following quotations now prevail for hanks:—Number 6 is quoted at 65c; Number 7 64c; Number 8 and 9 63c. New quotations on coils Number 8, 9 and 10 are 63c.

STRONG TONE TO TURPENTINE MARKET

Winnipeg.

Turpentine on southern markets is showing a firmer tone and further advances have been reported on the local market. Quotations are now $2.25 per gallon.

COTTON WRAPPING TWINE SHOWS AN ADVANCE

Winnipeg.

Cotton wrapping twine in balls and cones has been advanced to two cents per lb. Revised quotations are as follows:

TWINE (Wrapping)—	Per lb.
Cotton, 3 ply cones	0 52
Cotton, 3 ply balls	0 56
Cotton, 4 ply cones	0 56
Cotton, 4 ply balls	0 60

AGRICULTURAL WRENCHES AT INCREASED PRICES

Winnipeg.

Agricultural wrenches have advanced to higher levels and new quotations are as follows:

WRENCHES—Agricultural
6 inch, $5.50; 8 inch, $6.60; 10 inch, $7.70; 12 inch, $9.90; 15 inch, $13.20.

HIGHER PRICE LEVELS ON COTTON ROPE

Winnipeg.

Cotton rope has also shown a slight advance. Three sixteenths inch is quoted at 67c and a quarter inch and up 55c.

PRESENT DEMAND FOR GAME TRAPS HEAVY

Winnipeg.

Wholesalers report that there is a heavy demand for all lines of game traps. Prices show no change.

TRAPS—Game

Victor No. 0	1 95
Victor No. 1	2 30
Victor, No. 1½	3 50
Victor, No. 2	4 80
Victor No. 3	8 15

H. & N. TRAPS—
No. 1, $4.35; No. 1½, $6.65; No. 2, $9.25; No. 3, $12.35.

JUMP TRAPS—
No. 1, $2.95; No. 1½, $4.25; No. 2, $6.50; No. 3, $8.80.

WINTER SPORTING GOODS IN SEASONABLE DEMAND

Winnipeg.

The trade report that bookings for skates, sleighs, toboggans and all other lines of winter sporting goods are very satisfactory. With the approach of colder weather a decided improvement will be shown for these lines.

STRONG TONE EVIDENT IN LINSEED OIL

Winnipeg.

Linseed oil is firmer on primary markets and stocks are reported light. Quotations locally are $1.25 for raw and $1 28 for boiled.

GASOLINE PRICES LOWER

Winnipeg.

There has been a decline in the price of gasoline. Quotations are now 33c and 36c for the higher grades.

Calgary, Alta.

Persistent Efforts in Merchandising Service Bringing Noticeable Returns

CALGARY, November 2.—Grain inspection reports show October to have been a record month for grain shipments through Calgary, and the gain over any previous month will be a substantial one. One day recently 212 cars were inspected, representing about 275,000 bushels. One result of the heavy movement of all farm products has been a big jump in the bank clearings for the past week, putting Calgary in fifth position in Canada; a position often held in the days of rapid growth, but only occasionally so during the past couple of years. Reports from the Drumheller coal fields also show very heavy shipments. This week over 1.700 cars were loaded and shipped from this field, which would not be far short of a record.

The refinery site is the centre of activity. Close to a thousand men and a couple of hundred teams are at work, excavating, leveling, and track laying, and assembling material, and it is reported the first gang of tank erectors are expected this week.

The above activities are all having their effect on the retail trade of the city which is showing improvement. Buyers are careful and are spending only for current needs and keeping a watchful eye on the domestic purse strings, but the general volume of sales over the week have been very fair and persistent effort in merchandising service is not without noticeable return. The settlement of the gas question and the expectation of an adequate supply has enlivened the gas heater business and this line is very much to the fore in all the hardware stores.

The slight improvement in collections of last week has been more than sustained this week, and the feeling is that the movement will continue and probably reach the peak in about a month's time. Those responsible for the sales end of the business houses are inclined to judge conditions by the activity of the sales register, overlooking the necessity of a general liquidation, now, either in process or in prospect.

Among the week's market changes is an abrupt advance of 10 cents a gallon on linseed oil. This together with the advance of last week puts the current price on a level 15 cents higher than that of ten days ago and higher than since July. Present price at Calgary, Edmonton, and Lethbridge is 1.31 for raw and 1.34 for boiled with 10 cents added for less than barrels.

Turpentine also shows an advance of 10 cents a gallon in sympathy with the high levels reached lately in primary markets. Local quotations are still under the eastern market with freight added and higher levels can be expected here unless quotations from supply centres ease off a bit. Present prices at Calgary, Edmonton, and Lethbridge 2.35 in barrels and 2.45 in less than barrels.

New prices are issued on Sandpaper representing a decline of between five and ten per cent. Present prices on first quality by ream and quire follow: 00, 7.00, .37; 0, 7.05, .37; ½. 7.45, 40; 1, 8.50, .44; 1, ½, 9.90, .53; 2, 11.55, .61; 2, ½, 13.25, .69; 3, .69; 3, 15.10, .80.

New prices issued on certain lines of fittings represent an adjustment downwards; the most important item being malleable iron fittings, Class B and C which are reduced from 60 off to 63 off. The following items only are affected and prices are in effect at Calgary, Edmonton and Lethbridge.

Wrot Iron Nipples 4½ and over 35 off.
Cast Iron Floor Flanges, 20 off.
Cast Iron and Mall Bushings, 15 off.
Steel Pipe Hangers, 50 off.
Mall Iron Fittings Class B & C 63 off.
Boiler Elbows and Couplings, 45 off.
Railing Fittings, 40 off.

A revision downward on standard pattern valves is also noted, the reduction being from three to eight points.

The new prices ruling at Calgary, Edmonton and Lethbridge follow: globe and angle valves 25 off; horizontal check valves 20 off: swing check vales 30 off; gate valves 40 off.

Pet cocks and steam gauge cocks register higher levels, the change made being from 42 off to 37½ off. Low pressure steam gauges 4½ in. are reduced from 4.10 to 3.25. Asbestos cement is reduced from 3.50 to 3.00 per 100 lbs. Quite a substantial reduction is in effect on expansion tanks. The following prices are for extra heavy closed type and average about 20 per cent. under recent levels: 8 gal., 12 x 20, 8.50; 10 gal., 12 x 22, $8.75; 12 gal., 12 x 24, 9.00; 15 gal., 12 x 30, 9.50; 20 gal. 14 x 30, 11.00.

St. John, N. B.

Cold Weather Brings Call for Winter Auto Accessories, Furnaces and Stoves

ST. JOHN, N. B., November 2.—St. John has just had two weeks of winter weather, with no sign of a let up yet. Although there has been no snow nor rains to speak of, there have been high cold winds, causing the citizens to have to start furnaces and heating stoves. This sudden snap of winter weather has had its effect in all lines of goods connected with the winter season. Motorists are now running with hood covers on and anti-freezing mixtures in their radiators, and dealers report a good sale of this class of goods, including side curtains, rugs, foot-warmers and gloves. The roads are still in very good motoring condition, owing to the fine weather, and as a result the sale of non-skid chains is not yet affected. Automobile painters are now circularizing the city, offering to store and paint cars ready for the spring, and advising car owners who do not use their cars during the winter months that it is possible for them to have their car stored and painted at the same time, with no extra charge for the storing. This is a new move on the part of automobile painters, and there is no doubt but that it will have the effect of inducing a good deal of car painting, owing to the fact that the winter's storage of a car amounts to more than half the cost of painting in nearly all cases. It is profitable, too, from the painter's standpoint, as many of the carriage painters have large storerooms and paint shops, and by filling up with cars waiting to be painted, it means a full supply of work for the whole winter, keeping painters busy, and also keeping up the sale of paints from the dealer's standpoint.

The majority of hunters have had good luck with big game hunting, and a large number of moose have been shot. Hunters report that deer are very plentiful. These animals are very numerous on the edges of the woods, and in the clearings of the fields, and sportsmen do not have to go far into the woods as in the case when after the monarchs of the forest. At the present time there are large numbers of United States residents in the province in quest of big game.

T. P. Regan, K. C., president of the New Brunswick Automobile Association, has returned to St. John after attending the Canadian Good Roads Convention held in Montreal last week. He states that several matters of importance were discussed at the meeting, and among them cars travelling with only one headlight. It was decided to press for new legislation in this matter to force cars to carry three lights, two in front and one in the rear. The "turn to the right" rule in New Brunswick met with hearty approval of the meeting, and the Nova Scotia and Prince Edward Island members spoke of the possibility of its enforcement there. The New Brunswick delegates present were: Hon. P. J. Veniot, Minister of Public Works, B. M. Hill, provincial road engineer, and Mr. Regan.

The St. John Dry Dock and Ship-

building Company has had in contemplation for some time the construction of a marine railway in connection with their ship repair operations at East St. John, and they have now made arrangements for the erection of the same on the north side of their dry dock. The foundation work will be started immediately. The railway will be capable of hauling all smaller vessels, tugs and scows, not exceeding 2,000 tons, out of the water, which will enable repair work to be carried on continuously and not be dependent on tide work.

W. N. Maxwell, representative on the Northern Aluminum Company Ltd., of Toronto, which has the contract for the supplying of wires for the hydro transmission lines from St. John to Westfield and Moncton, N. B., is in St. John and will superintend the installation of these lines. This company sends out a man to look after the erection of lines supplied by them, the intention being to see that the wires are properly strung so that there will be a minimum of failure.

Two timber berths were sold at the Department of Lands and Mines last week. There was no competition and the applicants bought the berths at upset prices of $20,000 a square mile. Pinder Lumber and Milling Co. bought ten square miles in the parish of Southampton, York County, and W. R. Walsh bought two square miles on Richibucto Road, N. B.

A. W. Campbell, Chief Federal Highway Commissioner, is in St. John this week to make a tour of inspection of some hundreds of miles of federally aided highways in New Brunswick. Arthur Dick, of Ottawa, Federal Inspecting Engineer, recently completed a tour of inspection with Chief Highway Engineer B. M. Hill which covered all the trunk roads. Mr. Dick said that the improvement shown in the roads since 1919, when he first inspected New Brunswick highways, was sufficient to silence any criticism of federal highway aid. The inspection is being made by Mr. Campbell in the autumn in order to get some idea of the way the roads are standing up under the autumn rains.

Citizens of Moncton, N. B., are proposing that this city should in 1923 have an exhibition, as it would better trade conditions very materially, and have suggested that a tract of land be secured for the purpose on which exhibition buildings might be constructed, beginning early in the new year. By this means, citizens claim, employment would be given to many who might be out of work at that time. As to financing the scheme, it is proposed that bonds might be issued, amounting to a sum sufficient to cover the expenditure which might be incurred, and a voluntary subscription in the city.

Ground was broken last week for the erection of a skating rink in St. Stephen, N. B. The building will be regulation hockey size, and the cost to be in the vicinity of $18,000. It is expected that the rink will be completed before Christmas, and that St. Stephen will be on the map as a hockey town once more. The St. John rink is about completed, and it is believed by followers of the sport that the province of New Brunswick is in for a big season in skating and hockey.

According to the federal provincial office, the unemployment situation is being considerably remedied. In September of the 1,288 emplacements in the Maritime Provinces, Moncton office placed 470, St. John 343 and 261 in Halifax, N. S. These figures show that there are less than one hundred citizens out of work in the maritimes, which is indeed a good record. This is accounted for by the activity of the various lumber companies now operating on a large scale.

Some of the latest prices quoted to the hardware trade are as follows:

Turpentine, bbls. 2.40; linseed oil, bbls., raw, 1.20; boiled, 1.50; skates, Acme No. 100 1.23; plain hockey, No. 153, 1.12; N. P. hockey No. 150, 1.26; Climax, plain, 2.10; Climax, N. P., 2.28; Regis, 2.10; Mic Mac, 3.15; tube plated, 4.20; Velox, 4.20; Regal, 3.15; tube hockey, 3.50; tube racer, 4.90: Cotton waste, 14 to 17½ cents, bale price less than bales 2 cents advance: sash cord, 60c lb. base; wrenches, Stillson 6—1.10; 8—1.24; 10—1.38; 14—1.93;—18—2.75; 24—4.00; 36—7.43. Knife handled, railroad 6—9.40; 8—11.25; 10—13.75; 12—17.50; 15—23.75. Regular 6—5.50; 8—6.50; 10—7.70; 12—9.90; 15—13.20.

Vancouver, B. C.

General Feeling of Conservative Optimism in Coast Hardware Circles

VANCOUVER, November 2.—Despite the fact that the coast district reports one or two assignments this week in addition to an extension or two, conditions in the hardware trade in British Columbia are generally satisfactory although the fruit district of the Okanagan is still very backward and dealers in that portion of the province are said to be slower than in other centres in meeting due payments. Collections are on the mend. The mining centres are ordering well, although only for immediate requirements. Some lines of Christmas goods are coming in but it is generally believed, purchases are less than normal at this time.

There is a general feeling of conservative optimism in Vancouver brought about largely by the marketing of grain from the prairie especially through this port. It is stated officially that export shipments will easily double those of last year. The exodus of prairie farmers is expected shortly which will mean more money in circulation on the coast, a portion of which is expected to reach the hardwareman. Many prairie farmers own property in Vancouver and in many instances, they leave repair work until they are personally able to supervise it.

Price changes this week, where made, were mainly on a higher basis although lower adjustments on some lines which have not been changed for a considerable time. Lower prices are due, it is said here, to economies effected at the source of production rather than a lessening in material costs.

Of the articles to be advanced are annealed and oiled wire which is up fifteen cents a hundred; Nicholson files between five and ten per cent.; enamelware and tinware eight per cent.; clay and rock picks fifty cents per dozen; mattocks sixty cents a dozen higher; and wire nails ten cents.

Several lines of aluminumware are on a lower basis which are being featured by many of the retail stores. Window glass is easier, it is said, on account of the low value of the Belgian franc. Stanley rules are down from five to ten per cent. and with the demand for lawn mowers gone, prices are easier and buyers are guaranteed against any further reductions before next summer.

Hamilton, Ont.

Active Business Now Evident in All Departments of the Hardware Trade

HAMILTON, November 2.—A gradually growing optimistic tone seems to be evident among the hardware trade, particularly the distributing end and more closely again to that branch dealing with heating equipment. One of the leading distributors told Hardware and Metal that it was evident from sales made already, that the volume would be well ahead of last October. This is easily accounted for in the increased building, all of which is requiring more appliances. Repair parts form a good share of the trade and distributors are keeping well up with the demand.

Collections are said to be gradually improving, complaints of slow accounts not being nearly as frequent as they were a little while ago. Local bankers

say they are not faced with as many requests for extensions as a year ago at this time. They regard the situation as reasonably satisfactory.

Wholesalers report active pick-up business in all departments. Regular city trade or store business is very healthy. The trade generally is busy, and the consensus of opinion seems to express satisfaction in current conditions and full confidence for the winter season. October is said to have been a good business month, and the jobbers say that from now on better results should be evident. Dealers are continuing to order snow shovels, sleds and other winter specialties.

With the price tendency still upward, jobbers are placing large stock orders and retail merchants are also buying in more liberal quantities. Retailers generally, have apparently come to the conclusion that they are taking no chances in buying quite freely now, for even if prices on some items go no higher, they feel that there is no general downward tendency. It is pointed out that there are many items on which advances have not yet been made but on which higher prices could possibly be expected because of advances in raw material, the full effect of which has not yet been felt by some manufacturers. Buying by retailers is well distributed among staple lines and a fair volume of orders is being booked for seasonal merchandise for next spring's delivery. Local retailers report a fair volume of fall buying.

In the steel situation it is noted that consumers are generally doing little buying except for prompt delivery. The effect of this changed policy is becoming marked, prices and supplies of finished steel in primary centres working towards easier conditions during the last few weeks. Transportation difficulties in some quarters promise to continue, but the fuel situation is steadily more favorable to buyers. The domestic bar product market is steady, with steel lines in general responding to the raw material trend.

In certain quarters it is pointed out that the seasonably mild weather that has prevailed has retarded to some extent the movement of winter lines. Reports from wholesale centres indicate that buying of fall needs has been fair, the volume of trade, however, recently showing steady improvement. More activity is looked for with the arrival of colder weather, combined with the stimulus of holiday anticipations. Booking of Christmas lines including plated ware, carvers, cutlery, safety razors, clocks and companion articles, is generally good and shows a decided improvement over this period of last year.

Pittsburg, U. S A.

Premiums on Early Deliveries of Steel Have Now Almost Entirely Disappeared

PITTSBURGH, November 2.—Car supplies for shipping steel products from mill have increased somewhat more, and shipments on the whole are at least fully equal to current production, while a portion of the steel previously accumulated at mill has been moved. In individual cases a mill may be unable to ship all its product, but in the industry as a whole the shipments have been running a trifle above the production. There are still some embargoes against shipments to certain points, but the embargoes are now relatively unimportant.

Mill operations have undergone no material change since late in September. Ingot production is about 36,000,000 or 37,000,000 tons a year, representing approximately a 70 per cent. operating rate in the steel industry as a whole. Supplies of coal and coke are no longer the dominant factor in regulating the production, and have not been for several weeks. In the majority of cases the state of order books is the controlling factor in operations, there being several important exceptions. One is in pipe, for practically all the pipe mills have demands upon them, chiefly for shipment against orders placed at various times in the past, in excess of what they can meet, and some of the mills are definitely allocating their shipments, in accordance with the quantities of steel the respective customers have previously received from them. Another exception is the sheet operations of the American Sheet & Tin Plate Company (Steel Corporation) which have been below the order book requirements for a long time. In this case the chief factor is shortage of steel, although there is also some shortage of labor.

Another Wage Advance?

There are, in fact, labor shortages at many of the mills, not enough usually to restrict production, but enough to cause much inconvenience. The chief cause is the high rates bid by contractors having buildings they wish to complete within contract time or before the weather gets bad. The matter of making another wage advance, following the 20 per cent. advance that became effective September 1, has been canvassed by some producers, particularly the Steel Corporation. Action has been held in abeyance on account of the possibility that the approach of winter would cause men to leave outside employment and seek mill and furnace employment. It is commonly recognized that another wage advance at this time would be economically unsound.

The majority of the rail mills are now rolling and shipping rails against the large contracts recently booked. This business was secured by the medium of announcing that an advance in price from $40 to $43 would be made at the beginning of October, and that meanwhile contracts would be accepted at the old price, for delivery up to July 1, 1923. Previous reports as to this business did not bring out very clearly the important fact that it was stipulated in the contracts that the deliveries should be at a practically uniform rate from date of contract to the middle of next year. Thus the object of the maneuver, to obtain winter rollings, was fully accomplished. It is obvious that the idea of there being an acute shortage of steel, in general, is quite out of date, as the railroads were not anxious to begin receiving and paying for rails so soon.

Prices Unchanged

Basis prices for steel products, i.e., prices that include no delivery premium, are unchanged, and indeed there has been no particular change in them since early in September with the exception of the advance in welded tubular goods of about $4 a ton, made under date of October 19, as noted in last week's report.

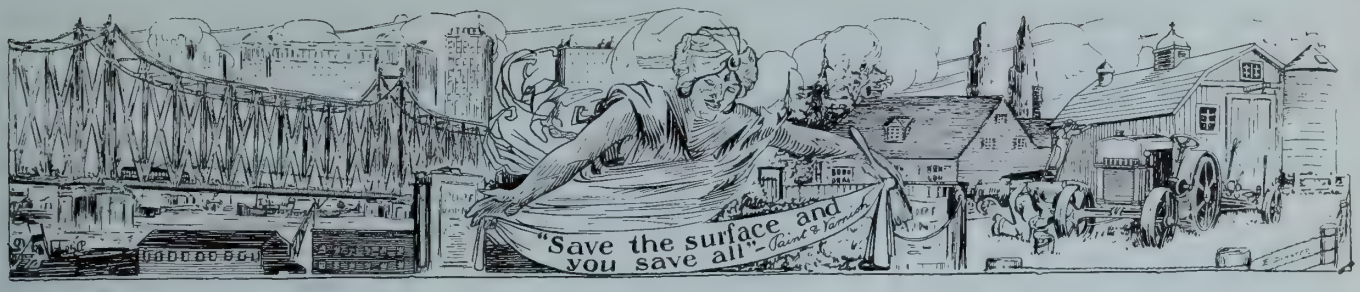
Premiums on early deliveries of bars, shapes and plates have been diminishing for a month or more and in the past week have almost disappeared, for now it is only on quite small lots or very prompt shipment that any premium needs to be paid. Fairly good deliveries can be secured at the basis price of 2.00c. It is reported that, in one case, 1.95c has been done on bars.

In the matter of sheet prices there is a curious condition. Until a week or so ago all independents were on the basis of 3.50c for common black, or higher, 3.60c being obtainable on fairly early delivery, while there were instances of 3.75c being done. The week's developments include the divergent reports that one or two mills are now seeking attractive orders at 3.35c, which was the price of the Steel Corporation until it became sold out for the year several weeks ago, and that one large tonnage order has been placed at the extreme price of 3.75c, shipment in ten days. Just where the sheet market is going to land is a question.

MILEAGE CALCULATING CONTEST

Some very interesting facts have been adduced from the mileage contest, held under the auspices of the Dunlop Tire & Rubber Goods Co., Limited, at the Canadian National Exhibition this year.

The idea was to guess the number of miles the tires on the machine would run in 143 hours. Some five hundred dollars in money was distributed in prizes. The actual mileage registered on the two sealed hubodometers was 2,935, and only one contestant guessed the actual mileage, although several were close to it, including the winner of the 2nd prize, whose guess was 2,934½. The lowest estimate was 3.11 miles and the highest 1,716,000 miles. The number of guesses under 2,000 was 2,942. The number of guesses over 2,000 and under 5,000 was 7,840. The guesses received from women approximated 3,000.



Freezing Less Harmful Than Scorching

Many Splendid Arguments to be Emphasized in Favor of Painting in the Fall—Much Interior Work to be Undertaken—Some Ideas for Selling Stove Black, Silver and Gold Specialties—Linoleum Varnish, etc.—Hardwareman Gets Prospect List From City Records

A NUMBER of Canadian retail hardwaremen cash in very profitably on fall paint trade. Much effort has been expended to make this an all-year business and there are many outstanding reasons why painting should be undertaken at this time of year. Let us take a look at the ads in the layout in this section and see what arguments are being put forward by hardwaremen. McAvity's, of St. John, under the heading "Paint in the Fall," state "If you have any building that needs painting, now is the best time to do it because at no other time of the year are wood surfaces in better condition to receive paint, for the summer sun has dried it thoroughly; and another thing, rough winter weather is coming along and your property should be protected with a good coat of paint. A small investment now will save expensive repairs and deterioration that is sure to result if your buildings are left to the mercies of the elements."

With the idea of starting a "Prosperity Boom" in the local town, C. H. Horsley, hardware merchant of Castor, Alta., advertises "Help start a Prosperity Boom by making your own home show prosperity. Prosperity in any town is better shown by the conditions in which the buildings are kept than in any other way. Many beautiful homes are allowed to become old and worn looking when a coat of good paint would keep them in first-class condition and make the appearance of the town and country one of prosperity." Something is to be said for this plan because of the fact that example is a very big element in paint selling.

The illustration used in the ad by Manville Hardware Co., Ltd., Prince Albert, Sask., is for the purpose of illustrating an attitude of mind among prospects which is much to the disadvantage of the property.

Labor Largest Item in Painting

Under the heading "Now is the Time to Paint," the ad by D. W. Stothart, St. Catharines, Ont., says "The surface is now in good shape to receive the paint, the weather is settled and uniform. A coat of paint now will protect the surface from the winter weather, consequently more will be saved now than by waiting till spring. Use good paint. Labor is the largest item in cost of painting and it costs as much to apply poor paint as good paint. Therefore it is more economical to use good paint."

Driving home these arguments the ad by J. B. Kernaghan, Prince Albert, Sask., says "There are many distinct advantages in fall painting. First, it is as a rule excellent painting weather. There is no frost in the wood, no dampness and surface is in splendid condition to receive a coat of good paint. Once applied the paint is not subject to such blistering heat from the sun as is the case in midsummer. Remember that unpainted property that has been neglected all through the summer months is now about to face the severe test of a Canadian winter."

Advocating the buying of paint for interior work in the colder weather, J. A. Brownlee, London, Ont., says "New rooms for old. A transformation can be made in old rooms by finishing the walls and ceilings with our ready to use flat wall paint which gives a rich, harmonious effect."

The value of using good brushes for the fall paint job is emphasized in the ad by Devine & Legree, Renfrew, Ont.

Every opportunity should be taken of driving home these ideas for exterior painting at this time of year and also of preparing for the interior painting months.

When it comes to exterior painting the dealer must convince his customer that the time to paint is now. The building of one of your customers needs painting. Perhaps you saw it as you walked to your office this morning. The thing to do is to get in touch with the owner of the building at once and point out to him the necessity of having the work done this fall.

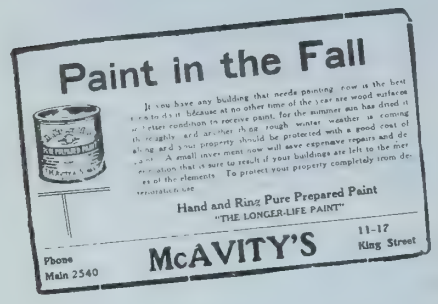
Advantages of Fall Painting

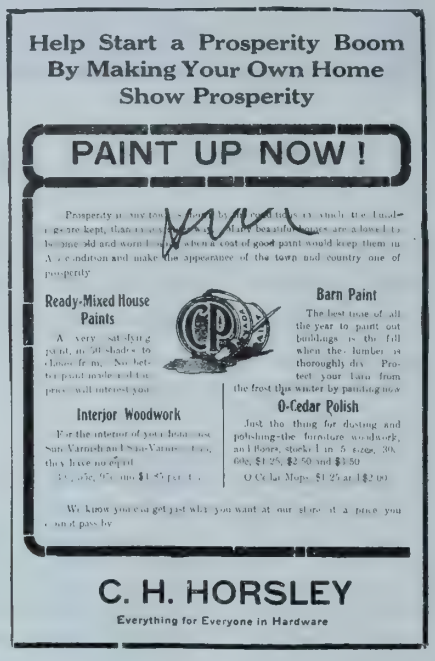
Members of the paint trade know that paint may be applied, especially to exteriors, with greater degree of satisfaction during the fall and early winter months than in the spring. The danger of putting paint on damp surfaces is well known. When this is done blistering and peeling are almost inevitable, sooner or later. Even in well-seasoned lumber, dampness is very readily absorbed, and conditions which produce dampness are far more general in the spring and early summer than in the fall. Leaks along the eaves and gutters, often caused by freezing, may not be discovered in early spring or may not be repaired then, and the moisture getting in behind the siding will lurk there for weeks. The heavy, wet atmosphere of the spring months keeps the ground damp for a long while and the building absorbs its share of moisture, and painting under such conditions is not successful.

The paint trade knows these truths, but the customer in many instances is unacquainted with them, and finds it easy to put off painting until spring. Get these facts to the customer. Teach him that freezing is much less harmful than scorching. Point out to him that gnats, moths and other troublesome insects are not so numerous in the fall, and cinch the fall business argument by pointing out the fact that no building which needs painting now should be permitted to pass through a hard winter of exposure, and a wet spring without the new paint.

Let every dealer study his own business carefully. Let him compile a list of all the fall painting ideas he can think of, and give them to his customers. If he will do this he will

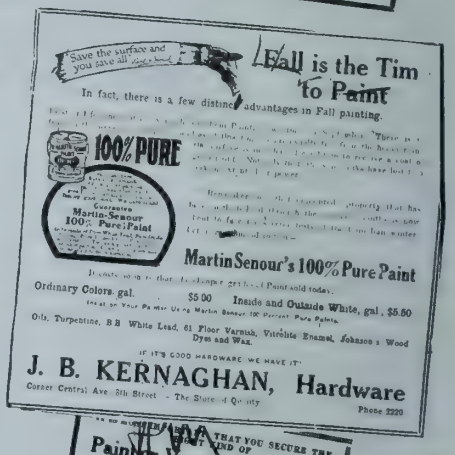
Ads Deal With Painting in the Fall Months















There are a number of splendid arguments for painting in the Fall months, some of which are outlined in these ads by retail hardwaremen. The subject matter in these ads is dealt with in the article in this section.

not give another thought to "holing-in" for the fall and winter.

Paints Length of Stove Pipe

A hardwareman recently interviewed by Hardware and Metal gave some brief but timely pointers on ideas which had brought business to his store as follows:

A length of stove pipe displayed in your window, with a third of it japanned with stove black; another third with radiator silver, and the upper half with gold, suggests how these different new and attractive treatments can be given to old coal and gas stove pipes to meet various tastes. And you"ll be surprised to find the calls that will result, because most people have to be reminded of things that ought to be brightened up at home by just such forcible displays.

Notion Showcase

A show case having a "notion" interior is becoming very popular with paint stores for the sale of all sorts and sizes of brushes. A case of this character is equipped with five rows of drawers, which are removable from the rear. The contents of each drawer are entirely visible to the customer. Each drawer is labeled at the rear. The smaller drawers at the top are suitable for showing the smaller brushes, putty knives, etc., while the bottom row is supplied with removable divisions which can be taken out for the display and close inspection of whitewash "heads," etc. A case of this description is a labor-saver in any paint store for the handling of innumerable small wares.

Getting a Mailing List

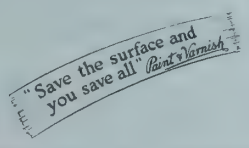
"A short time ago," said a merchant, "I moved to a large city, and I had no more than got half settled before I received a letter of welcome from a paint establishment. The message told what a fine city I had selected for my future home, and extended an invitation to visit their store at the first opportunity. The house I had purchased needed a fresh coat of paint, so I looked this paint store up and, incidentally, I wanted to know how my name got on their mailing list. The clerk said: 'We get the names of newcomers to the city at the police station. Every moving concern is required to report the name of all new families whose goods they handle.'" Any paint store can send out such letters. Your police station is a public institution and you can obtain names of newcomers there.

Linoleum Varnish

The linoleum in the kitchen of hundreds of homes needs some of that linoleum varnish. Perhaps the demand for it has not been as good as you anticipated. Linoleum is mighty expensive these days. There never was a better time to move it. Advertise it at once.

PRATT & LAMBERT advertising automatically seeks out the very people who are the logical buyers of quality finishes. These reader-buyers, impressed by the advertisements now appearing in MacLean's, The Saturday Evening Post, Good Housekeeping, American and House Beautiful will feel the urge to use the brush themselves. Be stocked and ready to provide them with the products they ask for.

PRATT & LAMBERT-INC.
24 Courtwright Street, Bridgeburg, Ontario



If Interested tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, November 4.— With turpentine quotations remaining unchanged for the first time for some weeks past, linseed oil offers the feature of the paint markets this week. Oil prices are advanced six cents on the local market in sympathy with the continued upward tendency in the flax seed market. While transportation is still admitted to be the chief factor in maintaining a firm market tone in seed here, it is noted that outside markets are also advancing, with oil, cake and meal all showing gains. Active trading in turpentine in the south is still one of the features of this market, although it is noted that buying is now restricted to smaller lots, consumers apparently looking for lower prices. Whether these will develop in the near future is considered very problematic. Present price levels may be considered high for this season, but there is no further indication of a lowering at the present time. Much of course will depend on demand and if larger consumers restrict their purchases to any great extent the looked-for recession may develop. There is still a strong tendency in resin although the market at primary centres is fluctuating a little and prices were slightly lower at the close of this week. This is thought to be only a temporary condition and any easing of prices will only be slight. White lead in oil prices are very firm due to the marked strength of pig lead and the strengthening tendency in linseed oil. Importers and distributors of window glass report a heavy call for this product at the present time. The market is in a firm position because of low stocks and only limited supplies arriving, although the Belgian market displays little strength owing to the low level of the franc.

SUBSTANTIAL ADVANCE IN LINSEED OIL PRICES

Montreal.

Local quotations on linseed oil record the substantial advance of six cents per gallon, with the flax market still displaying a firm undertone. This upward revision in oil is not at the present time quoted by all firms, but it is here stated that price levels will in all probability register a rise within the next day or so. The question of seed transportation is still an important one in this market, and owing to continued difficulties in transporting supplies from the North West, flaxseed is scarce here with little or no available stocks. Reports from other outside markets state that there is also a strong tendency ever present, with gains made during the past week. Linseed oil, meal and cake all advanced and a firm outlook is presented at the present time. Larger buyers appear interested at to-day's prices, but it is noted that their purchases are principally for meeting immediate requirements, and with a large amount of flax seed in sight in the country, and Argentine, it would seem that they prefer to await future developments before stocking up. Quotations at the revision are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.....	1 08	1 10
5 to 8 bbl. lots, per gal.	1 06	1 08

Less quantities, add ten cents per gallon.

HIGH LEVEL OF TURPENTINE RESTRICTS TRADE

Montreal.

With turpentine now at its present high level, trade locally is described as a little quieter. Quotations are for the present unchanged, with a range still noted among distributors. Although present price levels may be considered high for this season of the year, from present indications there is little or no sign of any easing in the market. The same conditions prevail at primary centres where during the week a very firm and advancing market is reported. It is noted, however, that trading in the south, while still active, is restricted to smaller lots, and consumers are now said to be looking for lower figures. Whether a turn in the market will develop depends almost entirely on demand, but any recession is expected to be of a light nature, for some weeks at least, as the market remains in a strong position. Average quotations locally are the following:

TURPENTINE—		
1 barrel lots	2 00	2 10
2 to 4 barrel lots, per gal.....	1 98	2 08
Broken lots	2 10	2 15

NO ABATEMENT IN STRENGTH OF WHITE LEAD MARKET

Montreal.

The market strength of pig lead on primary markets, and the firm position of linseed oil still reflects on the white-lead-in-oil market. This metal has been very firm for some weeks, but during the past few days substantial gains were made in prices on practically all markets. It is noted that linseed oil also records an advance of considerable extent during recent weeks. While the tendency in both these products may not affect prices on the finished product in the immediate future because of the off-season, corroders state that levels now reached give them serious thought when entering business for next year. Local quotations are $12.25 in five ton lots, $13.00 in one ton lots, and $13.35 for less quantities.

RESIN MARKET FLUCTUATES IN THE SOUTH

Montreal.

The resin market remains in a firm position, although it was noted at the close of last week that prices in the south fluctuated to an extent, and at the close a little easier tone was evident. It is thought that any easing at the present time will be only temporary, and prices will not show a recession of any great extent. Local prices are the following:

RESIN— Per 100 lbs.		
C., medium grade	3 75	4 00
Water white	4 50	5 00

ONLY LIMITED STOCKS OF WINDOW GLASS

Montreal.

With trade in window glass now reaching satisfactory seasonal proportions, the undertone of the market is strengthened by the low level of local stocks, particularly in the best selling sized cuts. Imports from overseas are limited, and have not been sufficient to meet the active demand for the past few weeks. The shortage is said to be more evident on single cuts than on double diamond, shipments which have arrived being principally of the latter. Between now and the close of navigation further arrivals are expected, but in some quarters a shortage of popular sizes is looked for during the remainder of the fall months. As stated, there is a fairly strong undertone in the market, and this is in the face of an easier tendency in Belgium owing to the failure of the franc to make any gain on exchange value.

Toronto

TORONTO, November 2.—The only price change on this week's paint market is an increase of three cents per gallon in linseed oil quotations. This rising tendency is mainly attributed to the tone of the flax seed markets. There is still a spread recorded in local prices on linseed oil, and the same thing has again developed in current turpentine quotatitons. No direct change is announced on turpentine, although primary centres are slightly

(Continued on page 54)

Are You Satisfied?

—that you are getting your share of the paint money in your town—
—that your mixed paint department is showing sufficient profit—
—that your paint business is growing from year to year.

We can offer you a full line of paints and varnishes that will satisfy you and everybody else.

We can back it with intelligent sales co-operation. We can give you a very satisfactory margin of profit. Write to Ottawa, Montreal or Toronto, or have one of our travellers tell you all about it.

Have you read G. B. Heckel on "Why Paint Peels?" It's good stuff for the paint man. We will gladly send the book to you if you will write us. Part of our plan of co-operation is to have the O.P.W. dealers know the inside history of paint and our own particular products as well as we know it ourselves.

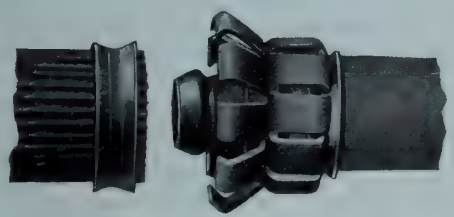
"Save the surface and you save all" Paint & Varnish

O.P.W.

Ottawa Paint Works, Limited
Ottawa, Ont.
Branches : Montreal and Toronto

Quality.

BULL DOG HOSE MENDERS



½ inch
¾ inch

Fit 2 to 4 ply

Have a smooth non-rustible grip which will hang on like a "Bull Dog."

Guard rings as shown in illustration prevents teeth of mender cutting into either outer covering or inner fabric.

We also specialize in metal stampings of all kinds.

Courtesy.

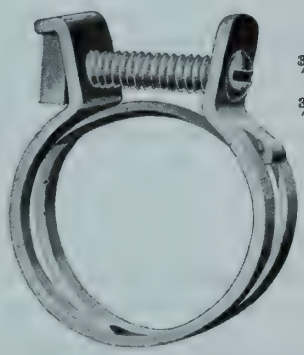
Say
BULL DOG
To your
JOBBER
When Ordering your
Spring Requirements
of
HOSE GOODS
They are
Made in Canada
By
ROADFINDER LIMITED
Hamilton, Ont.

WINNIPEG
213 Somerset Bldg.
Mr. C. F. Down
MONTREAL
246 Craig St.
Mr. C. J. Walker

Service.

BULL DOG HOSE CLAMPS

½ x 3 Ply
½ x 4 Ply
⅝ x 3 Ply



¾ x 3 Ply
¾ x 4 Ply

Made from Heavy Cold Rolled Steel and Galvanized

BRYSON
Automobile Clamps

Write for our prices and literature on this new clamp—which replaces old one without the necessity of removing hose. Packed 100 to box, assorted.

If Interested tear out this page and place with letters to be answered

WEEKLY PAINT MARKETS

(Continued from page 52)

easier this week, the rapid climb to higher price levels having rseulted in a restricted buying movement.

LINSEED OIL PRICES CLIMB UP THREE CENTS

Toronto.

Linseed oil prices are again higher this week on the local market, this tendency being attributed to the current flax seed movement. There is still a spread of around seven cents per gallon noted in local quotations, however, although all distributors have generally advanced figures three cents on both raw and boiled. Linseed prices on other domestic markets are also higher this week through the current strength of the flax market. The opinion has been expressed that the transportation of seed is still somewhat restricted and that slightly easier oil price levels may develop in the future as both the domestic and Argentine crop is up to expectations. Revised oil quotations this week are as follows:

LINSEED OIL—

	Per Gallon	
	Per gallon Raw	Boiled
1 to 2 barrels	1 10—1 17	1 13—1 20
3 to 4 barrels	1 09—1 16	1 12—1 19
6 to 9 barrels	1 07—1 14	1 10—1 17

Less barrels, 15 cents per gallon.

FIRMER UNDERTONE IN WHITE LEAD IN OIL

Toronto.

With pig lead continuing to record strength in primary metal markets and linseed oil also developing a tendency to climb to higher price levels, the undertone of white lead in oil is correspondingly firmer. While the period for brisk activity in this product is now drawing to a close and the current movement is consequently quieter than has been the case during recent weeks, the contribution of these factors in the current market situation cannot be overlooked. Manufacturers point out that these elements inject a very firm basis on white lead in oil, especially from the viewpoint of future production levels. Prevailing quotations are unchanged as follows:

WHITE LEAD IN OIL—
In five gallon lots $12.70 per cwt.
In one ton lots, $13.45 per cwt.
In less quantities, $1.380 per cwt.

TURPENTINE EASIER OWING TO RESTRICTED BUYING

Toronto.

Turpentine quotations are still hovering around the high mark recorded last week, but there has now developed a spread between prices quoted by certain local distributors owing to the arrival of further supplies from the south. Stocks are still described as restricted, however, and while fluctuations have occurred in southern production centres, these conditions are looked upon as temporary and the general strength of the markets, both primary and domestic, remains unimpaired.

The quieter tone which has developed during the week in the south, is primarily attributed to the disposition of large consumers to postpone buying in the hope that prices would ease from the season's high level established. The rise to prevailing figures was rapid and the cessation in the demand is generally looked upon as the natural result of the very pronounced upward movement recently in evidence. A range of around ten cents per gallon is recorded locally as follows:

TURPENTINE—

1 barrel lots	2 25	2 45
2 to 4 barrel lots	2 24	2 34
5 gallon lots	2 40	2 50

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

CALL FOR BRUSHES IS WELL SUSTAINED

Toronto.

Conditions in the brush markets remain on a firm basis, with the prevailing volume of trade described as good for this time of the year. The bristle supply centres continue to maintain the strength recently recorded, while the steady call for paint and household brushes during the season has kept stocks continually on the move.

FLINT VARNISH AND COLOR LACQUER AND ENAMEL PLANT AT TORONTO

J. J. Riley, general manager, Flint Varnish & Color Works of Canada, West Toronto, announces that in order to cater to the increasing demand for lacquers and Pyroxylin products in general, the Flint Varnish and Color Works of Canada, Ltd., have erected at West Toronto, Ont., a modern plant fully equipped with the latest machinery and devices for the manufacture of their products from the basic raw materials. Mr. Riley states that this plant will fill a long felt want of the Canadian trade who, in many instances heretofore, have had to import their lacquers from other lands. The Flint line embraces such products as Metal Lacquers, Wood Lacquers, Bronzing Liquids, Split Leather Solutions, Waterproof Belting Cements, etc. The plant has in addition, technical laboratories which are equipped to render such service to their Service Department as is necessary to demonstrate their products in a practical way, in operation, to the Canadian manufacturer.

KYANIZE SALESMEN IN CONVENTION

All members of the Kyanize sales organization were assembled at the factory of the Boston Varnish Co., in Boston this week for a three-day convention. Elaborate plans were carried out to acquaint the men by personal application sessions, with the important points of merit of Kyanize products. One floor in the recently erected factory building was devoted to convention proceedings, a part of which was equipped with individual benches for each salesman's use on which to test these products. The advertising campaign of the company for 1923 was also displayed.

TOO MANY RETAIL HARDWARE STORES

(Continued from page 29)

protecting the buying interests of their customers than they do to the selling interests of this house. In such cases, there exists a mutual confidence which is the foundation of success for both the wholesaler and retailer. The retail merchant relies upon the advice of the jobbing salesman as to when and what to buy, and can then devote his energy and time to selling. Where confidence of this kind has been established, the jobber will perform the function of buyer, that being one of the primary reasons for their existence.

"Newcomers in the retail trade in this city, or elsewhere, should get back to these firmly established principles of business relationship, for then, with the confidence and support of the jobber behind them, local competition will inspire rather than overwhelm, for the venture would be founded upon a sound credit basis with the experience of the jobbing house as a guide."

"MORE EFFICIENT DISTRIBUTION NEEDED"

(Continued from page 34)

yourself. Don't insist upon ridiculous exchange privileges.

(3) Select one good retail store which will give you reliable service and stick to it. As long as the store you select gives you good service stay with it. If consumers follow this policy they will automatically build up the desirable stores and eliminate the inferior retailers who now are sustained only by a careless, transient trade.

"I know that many people are saying hard things about the retailer just now. Much of the criticism, however, comes from those who do not understand the facts. Many retailers have been short-sighted in this period of readjustment. They have hesitated to take losses in order to keep pace with lower replacement costs. We, however, only do ourselves injury by careless and destructive criticism.

"The retailer has had tremendous problems, not the least of which have been the knocks we have given him. Most retailers are stumbling along, dazed by the rapid changes in conditions and blindly fearful of what the next season will bring forth. At present, we are on the very eve of a general business improvement, but the retailer is not in a mental attitude to prepare for it. He should be going into the fall business like a fighting cock, but instead his attitude is fearful and defensive. He should be laying in a good stock of goods to meet the increased demand and guard against a shortage later this fall. It is up to us to get behind him and encourage him. Let us cease destructive criticism and turn our efforts toward building up the retailers who are giving us the most efficient service. Quit roasting and try boosting."

Good Profits
Quality Goods
LA CO TUNGSTEN AND NITRO LAMPS
Repeat Sales
Service



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.
John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

May we quote you on

Monarch Brand NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

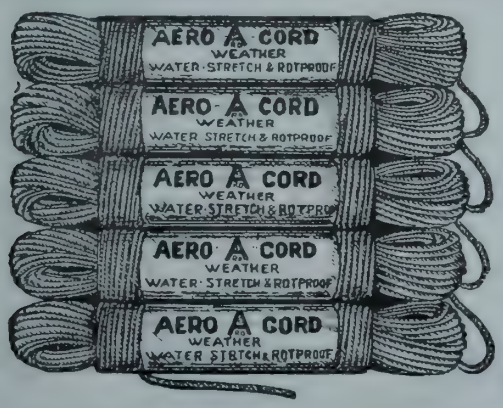
WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.



The Cord With a Heart

This is the cordage—indoors or out—that actual tests have proven the best.
It excels in tensile strength—the heart is covered by braided, multiple plies of cotton under high tension.
It is weather—rot—stretch proof.
It is certainly the best cordage made.

Buy it from your Jobber

The Aero Mfg. Co., Ltd.
LENNOXVILLE, QUE.

Western Agents:
H. L. PERRY CO., LTD.
Winnipeg

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short . .	.....	$10 00	$10 70
BB Caps . .	.....	.....	7 00
22 S Mush.	.....	.....	11 50
22 Long . .	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long . .	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W. .	38 50	.....	42 00
32 S. Colt ...	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S, & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	106 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
33/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent on American lists.
American empty shells, plus 15% on American lists.
American Metallic Cartridges (American List).
Rim fire ball cartridges, less 2½ per cent.
Centre fire, blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes. doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each 0 50
12 or less than 50 each 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 80%.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.40.
Cut lace leather, Beardmore, $1.60 lb.
Cut lace leather, Anglo-Canadian, $1.45 lb.
Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16.....$6 00	18-16.....$12 00		
4-16..... 5 00	19-16..... 14 00		
5-16..... 5 00	20-16..... 14 00		
6-16..... 5 00	21-16..... 16 00		
7-16..... 5 00	22-16..... 16 00		
8-16..... 5 00	23-16..... 18 00		
9-16..... 6 00	24-16..... 18 00		
10-16..... 6 00	25-16..... 21 00		
11-16..... 7 00	26-16..... 21 00		
12-16..... 7 00	27-16..... 24 00		
13-16..... 8 25	28-16..... 24 00		
14-16..... 8 25	29-16..... 24 00		
15-16..... 9 50	30-16..... 27 00		
16-16..... 9 50	31-16..... 30 00		
17-16.....12 00	32-16..... 30 00		

Discounts from Standard List
Gilmour auger bits 25%
Do. special 40/5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, list, Aug. 1922.
Do., car bits, net prices.
Mephisto, Auger and Car bits, net list.
Mephisto, electricians and expansive, plus 10 per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy $35 00	
No. 10, Daisy 40 00	
No. 33 ... ... 21 00	
No. 35 ... . 38 00	
No. 36 ... ... 43 00	
Perfection 40 00	

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe .....$	2 45
Diamond King (glass).....	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back...	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel, ...	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 45%
Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.
Carriage Bolts ($1 list), ⅜in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 25%.
Coach and lag screws, 45 %.
Bolt ends, 35%.
Square head blank bolts, 35%.
Plow bolts, No.'s, 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%).....30%
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55 per cent.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00,
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller. hexagon.
Blank, off net list, $0.50.
—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS Doz.

No. 5, 4 strings .....$	6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 340	Less 12½%
No. 800 .....Net	
No. 838 ....Less 12½%	
No. 808 .....add 10%	
No. 804 .....Less 17½%	
No. 802 ... .Net	
No. 810 .....add 25%	
No. 814 ....add 25%	

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars.....	0 92
Per bag, delivered	1 00

Less car lots—

Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.
Per barrel $3 63
Less car lots—
Per bbl., f.o.b. yard 4 35
Per bbl., delivered 4 55
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case .....$	8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz., Model No. 7, $28.18 per doz. Home No. 55. $16.10 per doz. Home No. 65. $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0 .....$	12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft. ....$	13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1 ....$16 25
T. F., No. 2 ....$17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch ....$	13 20	$15	40
7-16 inch	11 30	13	30
½ inch	10 20	12	40
9-16 inch	10 70	12	90
⅝ inch	10 30	12	55
¾ inch.	9 95	12	20
⅞ inch	9 60	11	80
1 inch	9 25	11	45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.

Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in. ..	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb...	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.
F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Just What You Need

Sundry Cabinets



Every hardwareman in his business could profitably use one of these sundry cabinets.

For filing small parts, accessories, etc., or to contain the whole stock of screws compactly and completely, they are simply great.

They are made in any height, width or breadth you require, and the sturdy metal bodies with handsome hardwood fronts are practically indestructible. They are inexpensive too.

Write for our Catalogue.

CAMERON & COMPANY
74 LOGAN AVE., TORONTO



This skater needs C.C.M. Steel Ankle Supports

A Brisk Demand

Last season there was a good demand for C.C.M. Steel Ankle Supports. This season dealers have ordered much larger quantities, realizing the splendid selling qualities of these supports. Almost every skater needs a pair of

C·C·M· Improved Steel Ankle Supports

They support weak ankles without any binding strap across the ankle or without tight lacing to interfere with the circulation.
They relieve the strain on the foot muscles.
They improve the skating.
Even the best skaters skate better when wearing C.C.M. Steel Supports.
Easily and quickly attached to the shoe. "Blued" finish—they do not attract attention.
Many skaters will be wanting them. Have you sent in your order?



Made by the makers of C.C.M. Automobile Skates and C.C.M. Bob Skates.

Canada Cycle & Motor Company, Limited
Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver.

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank

List each.		List each.	
1/8 in.	$0.45	19-32	$1.20
5-32 in.	0.45	5/8 in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
3/8 in.	0.80	27-32 in.	2.00
13-32 in.	0.85	7/8 in.	2.10
7-16 in.		29-32 in.	2.20
15-32 in.	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32 in.	1.05	1 in.	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 52½%.

3-32	$2.70	3/8	$ 8.50
1/8	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	5/8	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	7/8	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank 57½%
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; 5/8 in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
Kearney Foot Arcade 60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson ..... 30|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27

Classes B and C less 70 per cent.
Couplings, 4 in., and under 25% 25%
Do., 4½ in. and larger 5% 5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.
FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	$ 7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS, CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, net doz. $88.20.
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets

Clark's No. 1	1 90
Do., No. 3	2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 71
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal
HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60
Featherweight "X-L" steel	0-04 8.75 all sizes.	
Special-countersunk	1-4 9 25 all sizes	

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; 5/8 in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; 5/8 in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; 5/8 in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; 5/8 in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	$1 81
Potts' nickel plated, per set	1 87
Potts' handles, japd. grs.	17 50
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $6.75.
National Classic, $7.25 list.
Renfrew Can. Beauty $7.00 list.
Discount 30 per cent.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .....$1 05 doz.
3 doz. cases .....$1 10 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS— Doz. Net.

Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September, 19, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, September 9, 1922.
Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

AT LAST—

A High Grade "Colonial" Percolator to sell at a low price, can be retailed for less than $4.00. Your Aluminum stock is not complete without this latest "VIKO" achievement. Write for Booklet of the



"VIKO" LINES

ALUMINUM SPECIALTY CO., LIMITED

60 JOHN ST., TORONTO.

TRADE MARK **Red Devil Tools**



"Red Devil" Pliers Meet the Requirements of Your Most Particular Customers!

THEY represent not only a profit-making line, but also one that will build for you solid good-will with your most particular customers.

Made in a complete assortment of styles and sizes, each tool designed and forged to a high standard, that is found only in "Red Devil."

It is to your advantage to write to-day for literature and trade prices.

SMITH & HEMENWAY CO., Inc.,
Mfrs. of "Red Devil" Tools
89 Coit Street, Irvington, N. J.

"Red Devil" Tools — American Made.

4 Colored Display Card



Order from your Jobber

C. O. CLARK & BRO. MONTREAL

If interested tear out this page and place with letters to be answered.

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, $3.65 base.
Toronto, $3.65 base (nominal).
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger $3.00 cwt., and smaller than 1" $3.25.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M" BRAND

No.	Net Price List Per Box of 25 lbs. Lengths	
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls.
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	0 72

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs

Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS

	Toronto
Royalite, gal.	0 20
Gasoline, net, gal.	0 29
Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder,	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
List, less 15 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray Sheathing	4 50
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	6 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 56 August 23, 1922

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 50	11 22	12 58	15 30
1¼ in.	11 50	15 18	17 02	20 70
1½ in.	13 75	18 15	20 35	24 75
2 in.	18 50	24 42	27 38	33 30
2½ in.	29 25	38 61	....	....
3 in.	38.25	50 49	....	....
3½ in.	49 68	64 40	....	....
4 in.	58 86	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	50 60	66 24	72 68	89 24
4 in.	59 96	78 48	86 11	105 73
4½ in.	68 58	87 63	1 04	1 24
5 in	79 92	102 10	1 21	1 45
6 in.	1 04	1 32	1 57	1 88
7 in.	1,38	1,79	2 02	2 45
8L in.	1 45	1 88	2 13	2 58
8 in.	1 67	2 16	2 45	2 97
9 in.	2 04	2 62	2 97	3 59
10L in.	1 89	2 43	2 75	3 33
10 in.	2 43	3 13	3 54	4 22

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,		$16 40
3 in., in 10-ft. lengths list		22 30
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ....net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 65

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC. 14x20, 112 sheets	$11 50

POLISH (O-Cedar)

	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—

	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz. each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Coppered rivets, net extras 2c. lb.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Rivets, ½ in. and larger, $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.ob. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.	
F. O. B. Toronto.	
Ready, 2 ply, $1.80; 3 ply, $2.15;	
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.	
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.	
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.	
Everlastic Multi-Shingles	
4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $80.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

SCREWS—
Discounts off Standard list adopted July 6. 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap	55%	
Hexagon cap	55	%
Coach or lag screws	45%	

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13 50; 1¼ in., $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in., $17.40.

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL



Ice Harvesting Tools
For Farmers, Dairymen, Etc.
Ice Ploughs, Ice Saws, Ice Tongs, Bars, Hooks, Axes, etc.
Write for Our Catalogue
ROBERT DONALDSON & SONS
70 St. Henry Street Montreal



OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
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Wellington Mills, London, S.E.1, Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Maple Leaf Stitched Cotton Belting
Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

White Mop Wringers
Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. Made in Canada



WHITE MOP WRINGER CO. OF CANADA
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SAWS

SIMONDS CANADA SAW CO.
Limited
"The Saw Makers"
Montreal, Que.
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Men who use Cross-Cut Saws know the quality and efficiency of Simonds Crescent-Ground Saws. They buy by the name and that is why dealers carry this nationally known line.

Write for catalog and discounts.

SIMONDS

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

SCREEN CLOTH, per 100 sq.ft. $2.65

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs., 1/8 and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswel., doz. 44 10

STAPLES (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.

McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick.. cyco b.b.... 57 00
Standard jap. fittings 46 00

F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude. bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
Canadian Beauty, Reversible $6 75
Upright, with rack 7 25
Less 30% discount.
Hotpoint Reversible 4 60
Net, in 1/2 dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3". per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. ..... 17 70 18 in..... 36 80
12 in. ..... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 25
Giant, No. 1..... 2 90
Jump, No. 1 ..... 2 90
Hawley & Norton, No. 1 .... 4 30
Newhouse, No. 1 ..... 6 40
Add 10 per cent.
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60. F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 59
Cones, 3-ply, lb. 0 52
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ..... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:

	Base
No. 9 and heavier	Base
No. 10 .....$	0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18..... .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60, 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS

No. 383

THIS THANKSGIVING

We should all be happy—or, as happy as our Nature will allow.

There's no drum beat of war in the land, and yet it "might have been."

The Flu has flown—forever we hope!

Harvests—most too good—

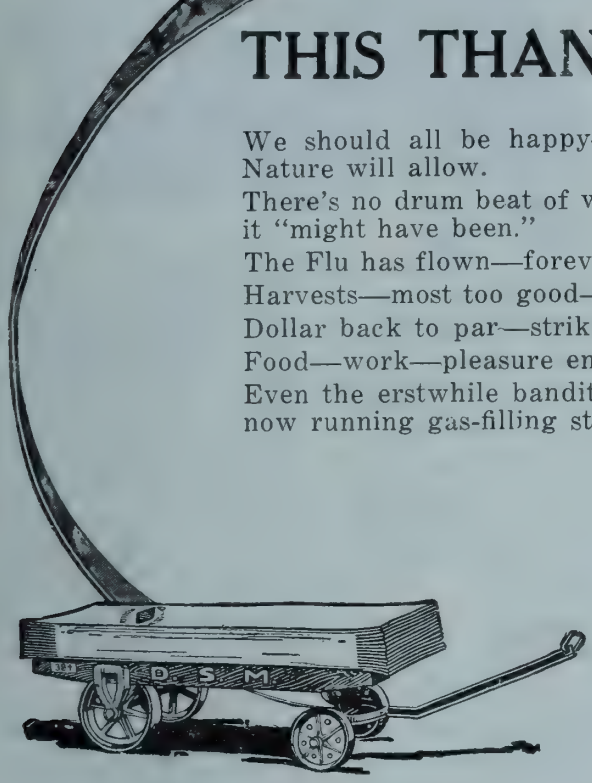
Dollar back to par—strikes forgotten.

Food—work—pleasure enough for all.

Even the erstwhile bandits mostly reformed, and now running gas-filling stations!

Long live Canada!

TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.





MONITOR

Spirit Blow Lamp

British Made Throughout

Parkinson's distinguishing trade name for their blow torches, gas generating oil stoves, brazing lamps and furnaces, is

"MONITOR"

and if you wish to be assured of giving your customer the very best British Made apparatus, be sure and see that it bears the Parkinson Trade Name "Monitor" — the No. 115 "Monitor" Spirit Blow Lamp illustrated, is one of the most useful tools you could stock, for small soldering, burning off paint, thawing pipes, etc., it is almost a necessity. Write your nearest agent or your jobber for Catalog and prices.

The Standard Meter Co. Limited
TORONTO, CANADA

Agents:

Manitoba and West
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East
A. G. & A. L. Brown & Company,
207 St. James Street,
Montreal, Que.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain" **Bridgeport, Conn.**

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 10-12
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 10-12
Imp. green, 100 lb. kegs ... 0 16
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in Oil, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White)	Gal.
Dougal Muronic	$ 6 40
Vitralite	7 93
Duralite, Imp. V.	6 10
Old Duck, S. W.	6 50
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V ..	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
Jamieson & Co., Glitrox	6 50
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 50
Hillcrest Sanderson's	5 50
Luxeberry	7 43
Agate, Ramsay's	4 50
Ripolin, Glidden	7 10

GLUE	Per lb.
English, sheet	24-30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	0 18 0 20
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto. 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	13 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY)	Per 100 lbs.,
Genuine, 560 lbs., casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co, pure white	4 05
C.P. Co. pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, white	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall. white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 65
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 65
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels	0 45	
Half barrels	0 50	
5s and 10s	0 60	

PARIS GREEN	100-lb. lots
½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN—	Per 100 lbs.
G., medium grade	$4 50
Water white	5 50

SHELLAC	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co.	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Crown and Anchor	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal. cans
B. H. Floors	4 08
B. H. Maritime Spar	5 18
B. H. Hard Oil	2 76
B. H. Gold Medal	3 42
Elastilite, Imp. V.	3 95
Granitine, Floor Finish	3 95
Hydrox Spar, Imp. V.	5 00
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
Glidden Jap. Spar	5 79
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No., No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not, S. W.	4 03
Quick Action House	2 70
Rexspar, S. W.	5 13
Scar-Not S.W.	4 76
Lowe Bros., durable floor	4 60
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor.	4 95
Luxeberry Light	4 56
Luxeberry granite	4 56
Luxeberry spar	4 73
Ramsay's Universal	3 80
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 00
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	2 80
Dougall Univarnish, clear	4 50
Dougall Transparent spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
S. W. Aqualite, 100 lbs.	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 100 lbs.) White	Colors
5 lb. pkgs.		
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fane, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL

	Per gal.
In five ballons	1 50
Methylated Spirits	1 50



Boys' Tool Boxes
A Real Gift For A Real Boy

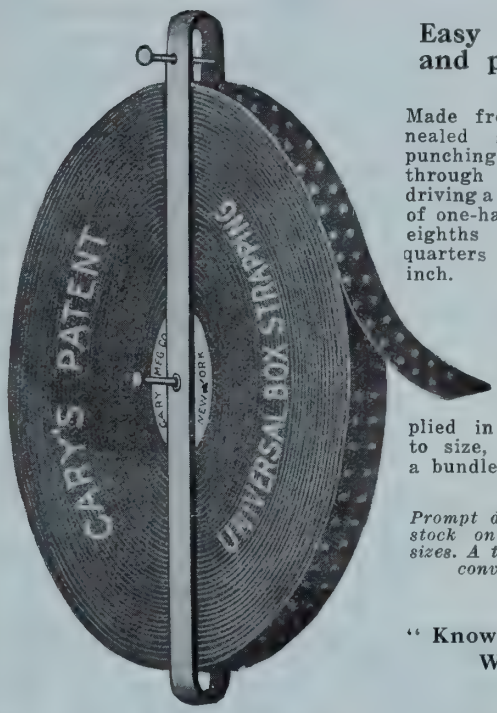
These are real tools for real work, built for service—not toys. These tool boxes to be had with or without tools can be displayed, with profit, in your gift section.
Our holiday lines include tea trays, smoker's trays and stands, children's desks, kindergarten sets and blackboards. These articles are not children's playthings but sturdy, serviceable things for boys and girls of "teen" ages and ideal Christmas gifts.

Write for Catalogue "D."

The Stratford Mfg. Co. Ltd.,
Stratford, Ontario

CARY

"Universal" Box Strapping



Easy to stock and profitable

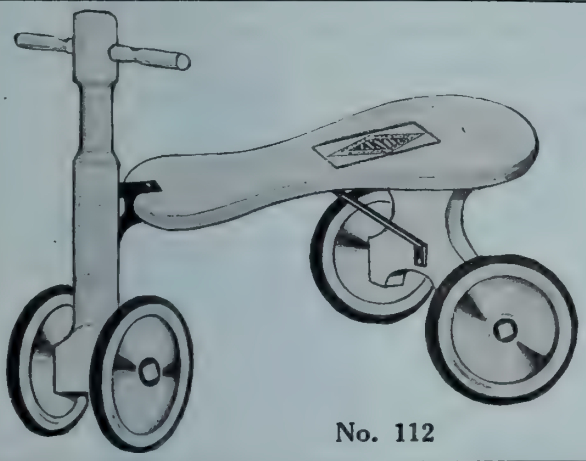
Made from soft annealed steel; no punching of holes through strap before driving a nail. Widths of one-half inch, five-eighths inch, three-quarters inch and one inch.

Put up in reels of 300 feet each; packed 20 reels to case. Also supplied in lengths cut to size, 100 pairs in a bundle.

Prompt delivery. Large stock on hand of all sizes. A trial order will convince you.

"Known the World Over."

CARY MFG. CO.,
Manhattan Bridge Plaza, ***BROOKLYN, NEW YORK***



No. 112

Where the name "Wakyte" appears there is Perfection of Workmanship

We manufacture Buster Cars, Pony Cars, Shoofly Rockers, Wheelbarrows, etc., and have made it our business to see that the best possible service is given for the money expended.

The Wakyte Buster Car illustrated, is equipped with four pressed steel disc wheels and rubber tires. The body is artistically finished in Canary Yellow-Enamel, wheels in Vermillion Enamel. Shipped three to a crate.

When writing us ask about the "Comfort" Weather strip made in Quarter Cut Oak. Set consists of two pieces 7 ft. and two pieces 3 ft. long.

Where Quality and Price count the "Comfort" Weather Strip must appeal to all Buyers.

S. H. Whyte Mfg. Co., Limited
Winnipeg Manitoba



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price for HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short ..$23 50		.....	.....
32 Short .. 23 50		.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt . 33 50		.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.....		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
33 Rem. Rim.....		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim.....		.....	159 50
351 Self Ldg.....		.....	121 50
44/55		.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16.....$6 00	18/16....$12 00		
4..... 5 00	19	14 00	
5..... 5 00	20	14 00	
7..... 5 00	22	16 00	
6..... 5 00	21	16 00	
8..... 5 00	23	16 00	
9..... 6 00	24	18 00	
10..... 6 00	25	21 00	
12..... 7 00	27	24 00	
11..... 7 00	26	21 00	
13..... 8 25	28	24 00	
14..... 8 25	29	27 00	
15..... 9 50	30	27 00	
16..... 9 50	31	30 00	

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40	
Double Bit	17 00	
Broad Axes 52 00	57 00	

AXES, Bench

Single Bit 10 80	13 00
Double Bit	17 00
Broad Axes	56 00
No. 5	27 70
No. 6	30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.25 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.20 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.65 base; Rounds over 2¾ in. to 6 in., $4.95 base; Swedish iron, $8; sleigh-steel, $5.45; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 80

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No.'s. 8, 9, 10 per lb.....	0 63

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable

Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in, $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand dri led, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55 set ....$	2 00
Mrs. Potts' No. 50 set	2 20

Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's ... .$	17.50
Lightning ... .$	17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75. 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102 ... ... $	1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 25
Boiled	1 28

MACHINES—WASHING

	Each
Dowswell ... ...$	9 55
New Century	16 80
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$	16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt .. ..$	9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 00
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg. $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



"Diamond A" Quebec Heater, (with taper pipe).

The Trade Mark Behind the Hardware House of Quality

DIAMOND A BRAND A ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

"DIAMOND A"

QUEBEC HEATERS

Are well built, and great heat producers. Has sheet steel body, brick lined, triangular grates, large ash pit. In fact, it embodies all the latest improvements in this type of heater. A taper pipe, tapering to 6 inches, is included with each heater. You can strongly recommend this heater to your customers, confident that they will be fully satisfied.

Write to-day for our catalog of stoves and heaters with illustrations and descriptions.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 36
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 90
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 80
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs. $10.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 0 25	$ 0 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 96	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 86	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 86	77 65
4 in.	69 76	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 24c.; ⅜ in., 23½c.; 7-16 in., 9-16 in., 23c; ⅝ in., 22½c.; ¾ in., and larger, 22c.

Beaver and New Zealand—¼ in., 5-16 in., 22c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 21c; ⅝ in., 20½c; ¾ in., and larger, 20c.

Sisal—¼ in., 5-16 in., 20½c; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c; ⅝ in., 19c.; ¾ in., and larger, 18½c.

Lath yarn, 18½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER	B & A Quire	Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS	
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.	

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 29	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.15 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 52
Cotton, 3-ply balls	0 56
Cotton, 4-ply cones	0 56
Cotton, 4-ply balls	0 60

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 80
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg. Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

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WIRE—ANNEALED

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Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle
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Stillson—50% off list.

	—Dozen— Black, N P.
Always Ready	
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No. 2	5 25 5 50

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New Era	76 50
Universal	49 50

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ELECTRIC APPLIANCES
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Can. Fairbanks-Morse Co., Montreal, Que.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.
Can. Fairbanks-Morse Co., Montreal, Que.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE EXTINGUISHERS
Can. Fairbanks-Morse Co., Montreal, Que.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. J. Thomson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FODDER CUTTINGS
Can. Fairbanks-Morse Co., Montreal, Que.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF SUPPLIES
G. Brodie Breeze & Co., Glasgow, Scotland.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

THE BUYERS' GUIDE

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Beatty Bros., Ltd., Fergus, Ont.
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Beckwith Mfg., Co., Dowagiac, Mich.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Q.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Q.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
Can. Fairbanks-Morse Co., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LADDERS
Beatty Bros., Ltd., Fergus, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.
Semmons & Son, Hamilton, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

THE BUYERS' GUIDE

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SEATS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LAWN SWINGS
Stratford Mfg. Co., Ltd., Stratford, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.
Congoleum Company, Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Nickel Silver Flatware & Cutlery, Niagara Falls, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Quebec.

OILCLOTH, RUGS, FLOOR
Conguleum Co. of Canada, Ltd., Montreal, Que.
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Quebec.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Can. Fairbanks-Morse Co., Montreal, Que.
Imperial Oil Co., Ltd., Toronto.
North Star Oil & Refining Co., Ltd., Winnipeg, Manitoba.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto, Ont.
North Star Oil Refining Co., Ltd., Winnipeg, Man.
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.
North Star Oil & Refininig Co., Ltd., Winnipeg, Manitoba.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.
Can. Fairbanks-Morse Co., Montreal, Que.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co., Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John N.B.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp and Paper Co., Ltd., Montreal, Que.
Walter Woods Ltd., Hamilton, Ont.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PATENTS ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
PETROLEUM FAUCETS
PHOSPHOR TIN AND COPPER
United Brassfounders & Engineers, Limited, Manchester, Eng.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Riverbank Mfg. Co., Ltd., New Glasgow, N.S.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.
Darral Bros., Sutton, Que.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Can. Fairbanks-Morse Co., Montreal, Que.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Steel Metal Products Co., of Canada, Ltd., Toronto, Ont.

PISTON VALVE PACKINGS
The Barrett Co., Ltd.,
Can. Fairbanks-Morse Co., Montreal, Que.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Can. Fairbanks-Morse Co., Montreal, Que.
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
C. C. Craig Co., Ltd., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.
Buffalo Specialty Co., Buffalo, N.Y.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.
Can. Fairbanks-Morse Co., Montreal, Que.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS
Guarantee Sheet Metal and Roofing Co., Winnipeg.
Maybelt Radiators, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Ltd., Winnipeg, Man.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.,
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
D. J. Ladd & Co., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto, Ont.

ROOFING, RUBBER
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto, Ont.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal. Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SASH WEIGHTS
Electro Castings, Limited, Collingwood.

SAWS, BUCK
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Walter Wilson & Son, St. John, N.B.

SAW BLADES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAW MACHINES, HACK
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Can. Fairbanks-Morse Co., Montreal, Que.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Toronto.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

Ham Bros. Co., td., Brantford, Ont.

SCREEN WINDOWS
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Canadian Potato Machinery Co., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
Can. Fairbanks-Morse Co., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.

STAINS
The Barrett Co., Ltd.
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORM DOORS
Ham Bros., Ltd., Brantford, Ont.

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
Whites Limited, Collingwood, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.

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The Standard Meter Co., Limited.

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Thos. Davidson Mfg., Co., Ltd., Montreal.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

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Canada Tack & Nail Co., Ltd., Morrisburg, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Clayton & Lambert Mfg. Co., Detroit, Mich.

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Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto

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Hurtubise, Limited, Montrea.l
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelyhia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

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TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.

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Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

TURPENTINE
Brown Corp., Montreal.

TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

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Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
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The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
The Torrington Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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Can. Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEAT
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK, SPLIT AND SRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peora, Ill.
Beatty Bros., Limited, Fergus, Ont.
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.
W. Walker & Son, Ltd., Toronto.
Whites, Limited, Collingwood, Ont.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WINDMILLS
Can. Fairbanks-Morse Co., Montreal, Que.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilto.n
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

WIRE, COPPER AND BRASS, FINE ANO HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Can. Fairbanks-Morse Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
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Canada Wire & Iron Goods Co., London, Ont
Dennis Wire and Iron Works Co., Ltd., London, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Walter Woods, Ltd., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, N. Y.
Russell Gear & Machine Co., Ltd., Toronto.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
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J. H. Connor & Son, Limited, Ottawa, Ont.

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WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

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WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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A. C. Leslie & Co., Ltd., Montreal, Que.

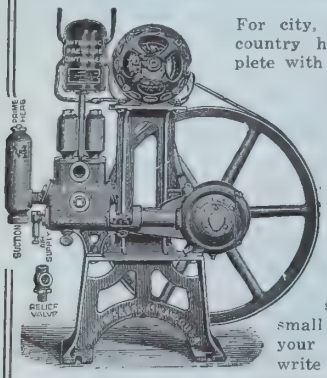
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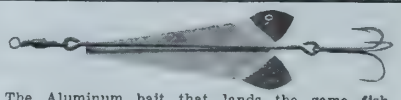
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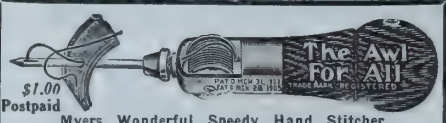
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Carbon lamp bulbs.
Japanese chinaware of all kinds.
Both for import and stock.

Inquiries solicited for all electrical goods.

DIRECT IMPORTERS

THE MIKADO COMPANY,

Head Office: Yokohama, Japan **Branch:** 29 Melinda St., Toronto.

QUALITY THAT REPEATS SALES

Quality That Repeats Sales. We make Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
LONDON, ONTARIO.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario: WHITES LIMITED, Collingwood

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

Unless You Order In Advance We cannot Promise Prompt Delivery on the

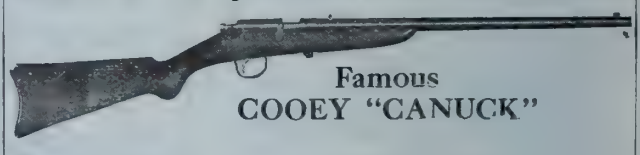


BANNER Ash Sifters

Order from your Wholesale House or

The Burrowes Mfg. Co.
TORONTO

$8.75 Anywhere in Canada



Famous
COOEY "CANUCK"

22 Caliber shoots all sizes up to 22 long rifle.

25 Caliber shoots all short and long rim fire shells.

The safest and most accurate rifle in the world. Write for illustrated literature.

THE H. W. COOEY MACHINE AND ARMS CO.
35-323 Howland Ave., ***(Est. 19 years)*** Toronto, Ont.

If interested tear out this page and place wi .etters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in Western Canada. Electric Lights, Sewer and Water. Centre of excellent farming district. Crop failures unknown. Good railway service. Store is located on best corner in town. Seven thousand cash required to handle this deal. Write Box 11, Hardware and Metal, Toronto.

STOVE AND FURNACE REPAIRS — COAL and wood linings to fit nearly all makes of stoves; write for complete list and prices. Grundy Bros., Strathroy, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. Inside dimensions and prices are as follows: 15" deep, 2 ft. 5" wide, 3 ft. 11½" high, fitted with built-in- compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

SITUATIONS WANTED

HARDWARE BUYER AND SALESMAN DEsires position in first-class Canadian House. Wholesale or Retail. Excellent references. Well acquainted with English factories and wholesale houses. O. G. Brockley, 62 Burwell St., Brantford, Ont.

HELP WANTED

WANTED — RETAIL CLERK — STATE EXperience, age, religion, and salary expected. A. M. Carscadden. Fort Saskatchewan, Alberta.

LIVE, AGGRESSIVE SALESMAN FOR WESTern Ontario territory—large paint manufacturer. Applications treated confidentially. Apply Box 89, Hardware & Metal, Toronto.

WANTED

WANTED—HARDWARE BUSINESS, TEN TO twenty thousand or would consider good partnership. Experienced. Cash terms. Box 384, Hardware & Metal, Toronto.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

BUSINESS FIRM WITH GOOD CONNECTION desires specialties for Hardware trade. If you have anything attractive to offer, write Box 895, Hardware & Metal, Toronto.

HARDWARE TRAVELLER

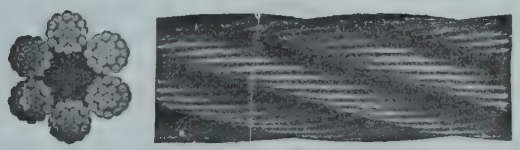
Wanted for Quebec and Maritime Provinces. Canadian distributors for European Cutlery, Tools, Skates, etcetra. Have splendid opportunity for live wire. Must be well connected with the wholesale trade. Apply in confidence under Box Number, 77. Hardware and Metal, 128 Bleury St., Montreal, Que.

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.



WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOOD CO.
HAMILTON

If Interested tear out this page and place with letters to be answered

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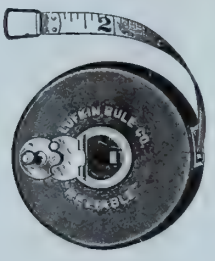
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LUFKIN

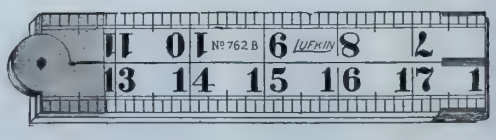


Tapes and Rules

MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Brushes
for Every Purpose
to which a bristle brush is put

THERE IS an iron-clad guarantee behind every Rubberset Brush you sell. It is unconditional —and has remained unchanged for years. Rubberset Brushes make good—or we will! We stand squarely behind every brush bearing the Rubberset Trade Mark! We know the bristles can't come out—so does the public!

Therefore when you offer your customers a Rubberset Brush no further sales argument is necessary.

This means *quick* sales and *satisfactory* sales.

RUBBERSET
TRADE MARK

The RUBBERSET CO., LIMITED

FACTORIES - TORONTO and GRAVENHURST, ONT.



A wonderful product that is part of Canada's own history

Brandram's Genuine B. B. White Lead has been the standard for almost 200 years. In the eighteenth century it was first introduced into Canada by the early English Colonists and it has survived through succeeding generations, who saw the growth of Canada's towns and cities and the establishment of our wonderful farming territory.

To-day this world famous White Lead is manufactured in our own modern factory from the same formula employed by the original Brandram in 1729.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 45 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA November 11, 1922



Buying Power!

THE farmer has his face turned toward brighter, better times. Up goes his buying power.

Those fence renewals of his have been postponed many a month now. The old fences are getting pretty bad—can't be put off much longer.

Many a man is going to congratulate himself upon being a Frost dealer! There's a harvest of sales awaiting the "go getters."

Big business ahead! But don't leave it to the farmer to cultivate your market.

Now is the time to prepare him for the fine new Frost fence you are going to sell him in the spring—**NOW!**

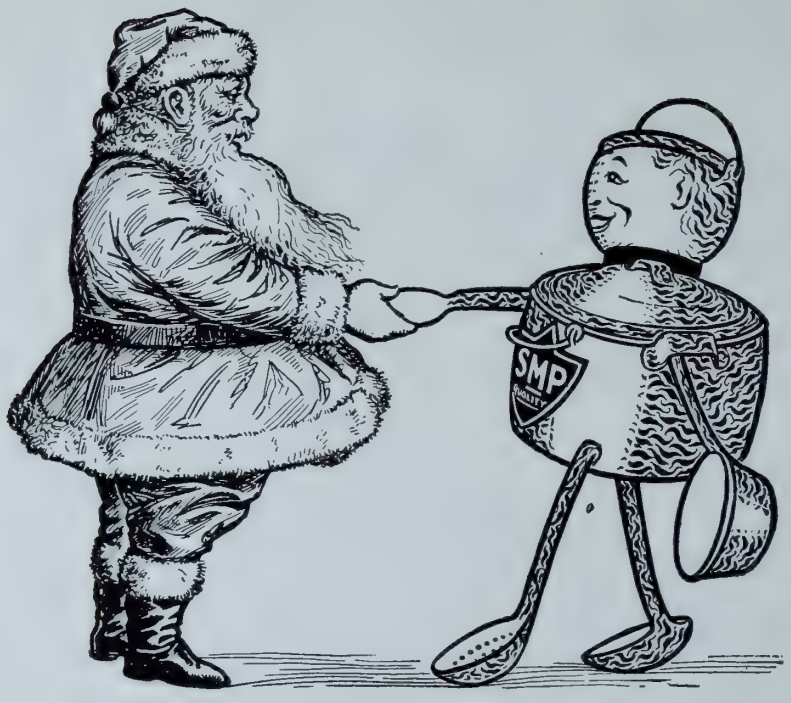
Keep on emphasizing the unequalled Frost advantages—the famous hold-tight lock—the extra heavily galvanized wire—waved laterals—easy erection—low cost up-keep—the most economical, tightest, tidiest, handsomest fence to be seen on any countryside, anywhere!

Frost Fence

Frost Steel and Wire Co., Limited

Hamilton Canada

Makers of Galvanized and Bright Wire—Hay Wire and Bale Ties—Woven Wire—Farm, Factory and Ornamental Fences—Galvanized Gates—Manufacturers' Wire Supplies.



"Let's Get Together"

Mr. Hardware Merchant, have you realized the big Christmas selling possibilities of the **SMP** line?

In thousands of Canadian homes husbands and wives will be exchanging gifts of practical household value at Christmas time this year. You are in a position to reap profits from this business if you will introduce the Santa Claus of your district to your display of **SMP** wares.

Suggest to the older couples that they replace and replenish their old set of cooking utensils by purchasing a set of cheery new **SMP** Pearl or Diamond Ware pots and pans.

Ask the newlyweds if the utensils received as presents at "showers" make a complete set, and offer to fill in the missing lines with Pearl, Diamond or Crystal Ware utensils.

We are behind this plan with strong Fall and Christmas advertising in newspapers all over Canada. The idea is there. It is just up to you to develop and make a real thing out of it.

Let's get together and put it over in thorough fashion. Use your windows to display Diamond, Pearl and Crystal, give it a good show in the store and talk it to your customers.

SHIPMENTS MADE PROMPTLY

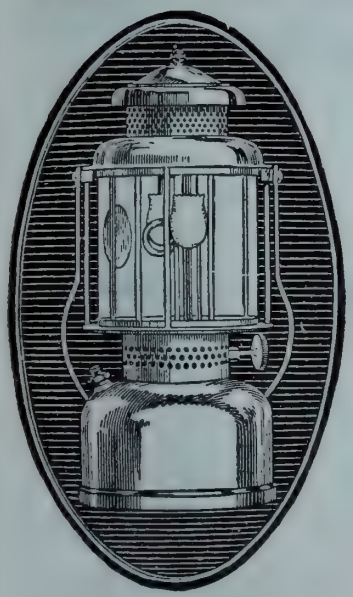
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

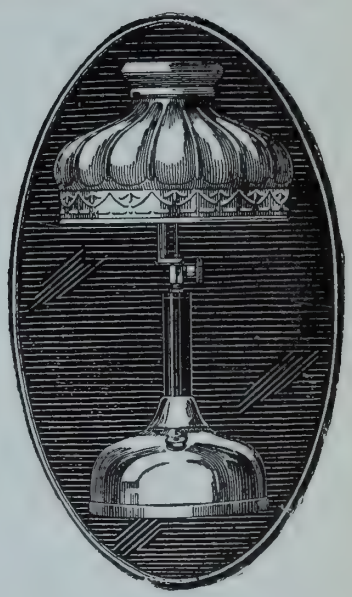
MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS



Bright Lights for Dark Nights



Lantern and Lamp business is best at this time of year.

Windows and counters should be kept attractively dressed with this profitable merchandise.

Especially where there is considerable rural trade, the hardware merchant can, with profit, capitalize the farmer's need for lamps and lanterns in this season of long nights.

Coleman Quick-Lite Lamps and Lanterns

Made-in-Canada

These wonderful lamps and lanterns sell readily after one demonstration.

They are absolutely safe; simple to regulate; give a great, powerful light and are inexpensive. Get your supply at once.

"Wrightlight" Short and Regular Type Lantern
"Beacon" Short and Regular Type Lantern

These splendid lanterns, made respectively by E. T. Wright Co., Ltd., Hamilton, and the Sheet Metal Products Co., are but representative of our large, complete stock. These lanterns are Made in Canada, are equal to the best imported lines from every standpoint of lighting and service—and they sell for less.

Every size and type of lantern sold by hardwaremen is in our stock ready for shipment. Don't delay your orders.



"Wrightlight" Short Cold Blast.



Eveready Flashlights and Batteries

Electric flash lamps from the tiny, vest pocket size to the largest made are here, ready to ship. Batteries of all sizes supplied.



"Beacon" Regular Cold Blast.

Ask the Rice Lewis Man or write direct.

Rice Lewis & Son, Ltd.

Victoria St., Toronto

If interested tear out this page and place with letters to be answered

Straight Talk to the Dealer!

Here's a new kind of gun advertising—Advertising that tells the consumer the many advantageous features found in Marlin guns.

Advertising that makes gun sales for the dealer. Advertising that in a good, clear, concise way gives your prospective customer information which enables him to intelligently decide just the gun he desires.

This means more sales for you—We are telling millions of shooters through our advertising of the superiority of Marlin guns. They will know we make the best guns in the world; that Marlin guns are sold by live dealers at prices they are glad to pay.

The Marlin is the complete line of modern, practical firearms—made in the popular sizes.

The Marlin line has no old-style top-ejecting firearms—Marlin invented side-ejection. The **superior design** and the **highest quality of workmanship** always found in Marlin arms, speak for themselves.

The wonderful accuracy of Marlin rifles has been recognized for years, and Marlin shotguns have won State, National and International Championships.

All Marlin guns are fast-handling, hard-hitting, long-range guns.

Over 50,000 prospective purchasers of Marlin guns have written us for information on the Marlin line.

Every one of these inquiries has been referred to a dealer in the locality in which the inquiry originated. This has resulted in the sale of thousands of guns—but it is only one feature of Marlin sales co-operation.

Write us today for full information on Marlin dealer helps. Get your firm name on our mailing list to get the latest on Marlin guns.



Model 20 Model 38 Model 39

Buy a Gun You Will be Proud to Own!

The men who know guns are buying the **new** Marlin guns—because we have used our years of service and knowledge of shooting requirements to develop the most up-to-date guns in the world!

Marlin

.22 Repeating Rifles

There are 50 years of tradition behind these Marlin rifles—50 years' experience in making the best in sporting firearms.

50 years of development—consequently there is not an old-style gun in the entire Marlin line. **Marlin invented side ejection in firearms**—Marlin discarded all old-style top-ejecting guns 30 years ago.

The fundamental requirements in a .22 repeater are: Accuracy—the Ballard rifling has made Marlin accuracy famous; **good sights, to get full benefit of accuracy**—Marlin .22's are the only repeaters regularly furnished with the superior Ivory Bead sights; **side ejection,** the modern construction—all Marlin rifles and shotguns have side ejection; **standard 24-inch barrels**—we make no guns with stubby, sawed-off barrels.

You need standard length buttstocks—no short length, cheap-looking buttstocks are used on any Marlin guns; **the rifle must be a take-down,** for convenience in carrying and cleaning—these Marlin repeaters have the quickest take-down constructions, action parts remove instantly without using tools, the barrels can be cleaned from both ends.

You will want to use .22 short cartridges up to 50 yards; .22 long-rifle up to 200 yards—all Marlin .22 repeaters use, interchangeably, .22 short, long and long-rifle cartridges.

Model No. 20—a man's size repeating rifle with full 24-inch octagon barrel, full length buttstock, Ivory Bead Sight, 25 shots. **Slide action and visible hammer.** Retails at a reasonable price.

Model No. 38—The wonderful new slide action repeater; **Hammerless; Instantaneous Take-Down, Ivory Bead Sight, Full Pistol Grip Buttstock. Perfect build and balance.** Retails at reasonable prices.

Model No. 39—**The only .22 Caliber Lever Action Repeater made.** The choice of expert and professional shooters. **The best .22 Rifle in the world.** Retails at a reasonable price.

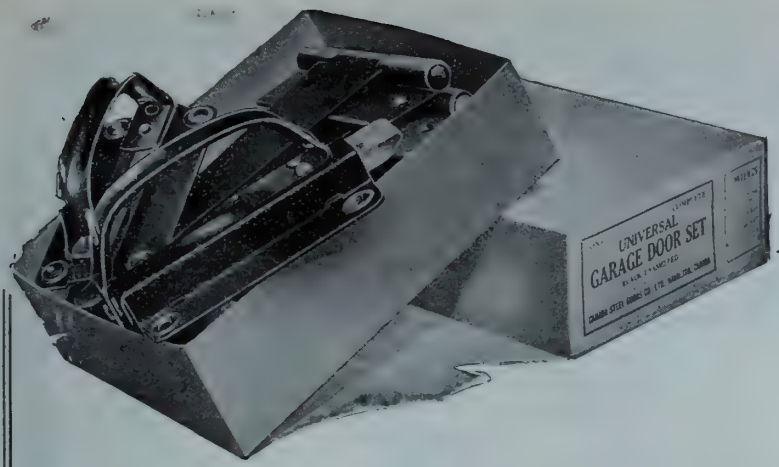
Any dealer can supply you—give us your dealer's name. Send now for new illustrated catalogue of all Marlin repeating rifles and shotguns—free.

Canadian Sales Representatives: Dominion Cartridge Co., Ltd., Montreal, Quebec.

The Marlin Firearms Corporation

New Haven, Connecticut

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A Complete Unit
The Universal Garage Door Set

Packed complete to provide economy in selling—containing all parts necessary to outfit any garage—handsome, sturdy, well-made and durable.

The Universal Garage Door set will add to the appearance of any garage—will give all the service that the particular motorist demands: and will not only give you—the dealer—a nice profit on each sale, but will bring you good will and extra business through users of the Universal recommending it to their friends.

Order to-day—immediate shipment.

The Universal Garage Door Set Includes

3 Pair 8 in. Extra Heavy Tie Hinges.

1 No. 1055x6 in. Wrought Steel Chain Bolt.

1 No. 1056x6 in. Wrought Steel Foot Bolt.

1 No. 1240 Wrought Steel Door Latch.

All in Black Enamel Finish



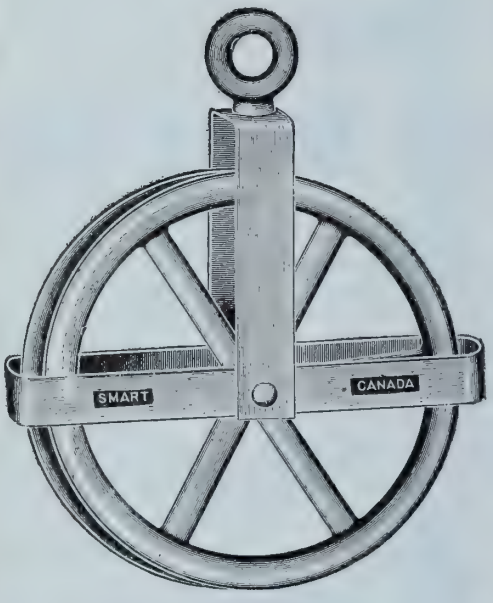
Canada Steel Goods Co.

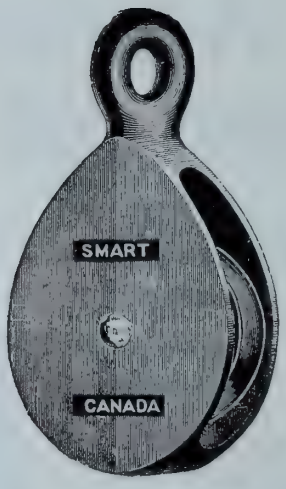
Limited

Hamilton - Canada

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CANADA FOUNDRIES & FORGINGS LIMITED









Hay Fork, Awning, Clothesline, Axle, Furnace, Plow

PULLEYS

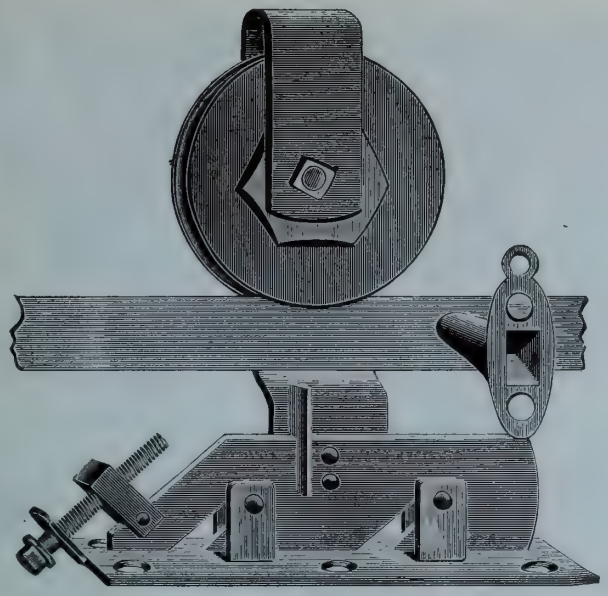
A LINE THAT WE ARE RIGHT ON

JAMES SMART PLANT

BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

If Interested tear out this page and place with letters to be answered



SAFETY PARLOR DOOR HANGERS

Order In Time to Keep Your Stock Right

The No. 1908 Hanger is made with a 3″ wheel with steel sides and fibre tread, mounted on hard steel roller bearings, which makes it noiseless and easy operating. Has steel housing and adjusting pendant with adjusting screw, which makes adjustment a simple matter.

Track is our regular No. 60, 1¼ x 3/16. Packed complete in single or double sets, with screws, stops and guides for erecting.

Just a Reminder of Slater Quality In Door Hangers



N. Slater Co., Limited

HAMILTON - - ONTARIO

If Interested tear out this page and place with letters to be answered



Send for this new set of Tool Chest Display Cards

6 Cards each with a specific selling appeal—
Size 13½ x 18½ inches—
9 LITHOGRAPHED COLORS

"His Hobby" "Gifts" "Wedding Gifts"
"Doping it out with Dad" "Pals" "Furnishing the Home"

If you will use them they are yours for the asking. Send NOW so as to stimulate your sales of Stanley Tool Chests.

Ask for "Display Set, No. R-17."

The Stanley Rule and Level Plant, The Stanley Works, New Britain, Conn.

NEW YORK CHICAGO SAN FRANCISCO
LOS ANGELES SEATTLE

Manufacturers of Wrought Hardware and Carpenters' Tools.

CANADIAN REPRESENTATIVE: A. MacFarlane & Co., Ltd.
Coristine Building - - - Montreal

STANLEY

Westinghouse

Electric Ranges



Westinghouse Type MH Electric Range

An Idea that has met with success

A certain dealer hit upon a real idea for boosting the sale of Westinghouse Ranges.

He went to the high school, normal school and university in his town and succeeded in placing a Westinghouse Electric Range in each. As the domestic science courses in these institutions taught the latest ideas in cooking, these sales were not difficult.

Each girl who used the electric range soon found that the Westinghouse way was the only way to cook. She naturally told her parents about it.

In a few years when she has a home of her own, she will, of course, want a Westinghouse Range for herself.

Why not use this same idea to stimulate your sales of Westinghouse Ranges?

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Nova Scotia Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave., E.
EDMONTON—211 McLeod Bldg.

REPAIR SHOPS:

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.
VANCOUVER
1090 Mainland St.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 3rd Ave. E.

CANADIAN WESTINGHOUSE

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WOSTENHOLM'S

I·XL CASE CARVERS I·XL

Makers of High-grade Cutlery since 1694

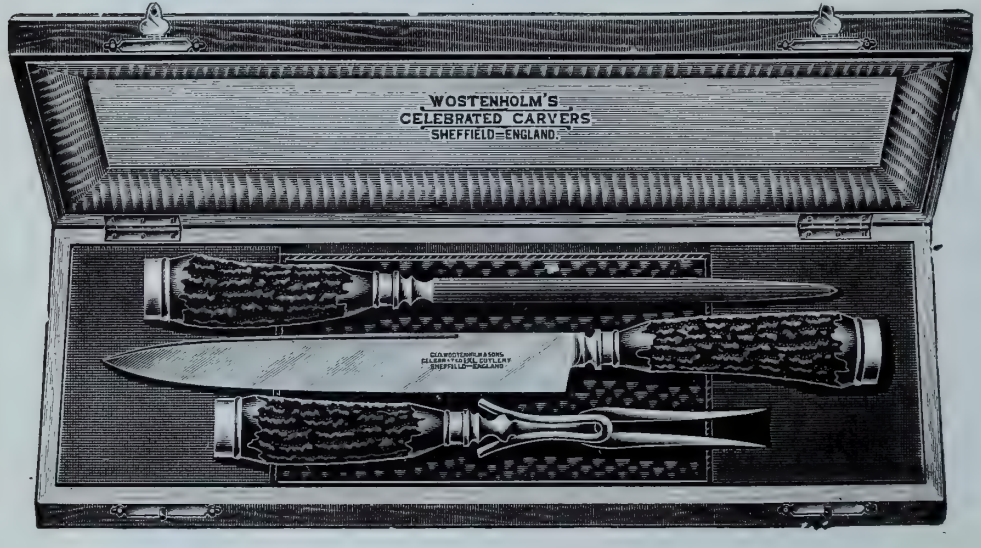
Order ample stocks *now* for the Xmas trade. Don't miss any sales from the early shoppers.



3766 x 3

Make an Early Display

Wostenholm's plush lined case carvers will help you do a larger Xmas trade —they have a world-wide reputation that causes them to be recognized wherever shown. Made of the very finest English steel they hold their keen cutting edge.



3377½ x 3

Complete assortments of plain and stainless steel stocked by all the leading Jobbers in Canada.

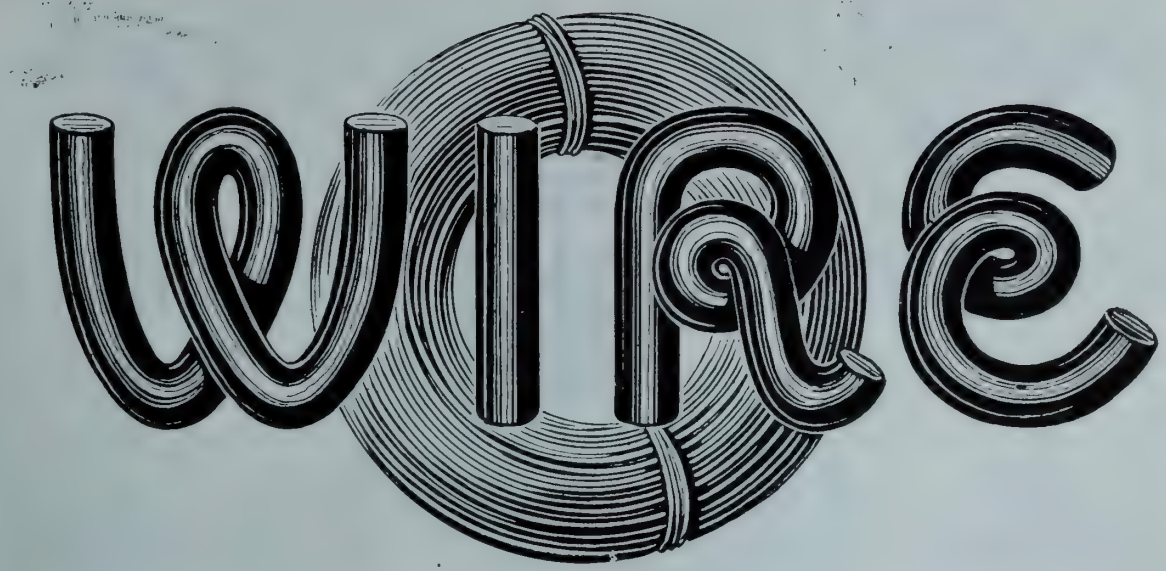
Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A MacFarlane & Company, Limited, Canadian Representatives, Montreal

Assortment of popular patterns—Pockets, Razors, Stainless Steel Table Cutlery and Butchers' Knives carried in stock at Montreal

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Bright—annealed
Oiled & annealed
Coppered & tinned
Cut & straightened
Single loop bale ties

Fine Wire of all kinds
Stove pipe wire
Copper & brass wire
Galvanized and barb wire
Field fencing

THE STEEL COMPANY OF CANADA LIMITED

General Offices
HAMILTON and MONTREAL

Sales Offices
Hamilton, Montreal, Toronto, Winnipeg, Vancouver

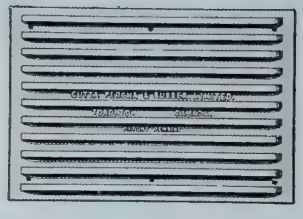
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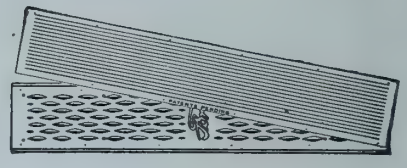
"G P"

AUTOMOTIVE EQUIPMENT

TRADE MARK GP BRAND







The Proven Salesmakers



The modern hardware business has no time or capital to spare for doubtful experiments. Quick turnovers on proven sales-makers are essential to success.

The "G-P" line of Automotive Equipment has proven its value to the hardware merchant by its quick sales and good profits. It is familiar to the motorist through extensive advertising, and, therefore, easy to sell.

"Quality All Through"

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto, Canada

Branches in All Leading Cities of Canada

If Interested tear out this page and place with letters to be answered

TREE PRUNERS

Made up to the "T.-F." quality standard—a style for every pruning need.



Taylor's Improved Pattern.



Woodyat Tree Pruner



Detroit

You can get more business if you stock pruners.



Happy Thought



The Orchard King Pruning Knife.

If your jobber cannot supply "T. F." quality pruners write us for details.

MANUFACTURED BY

TAYLOR-FORBES Company, Limited

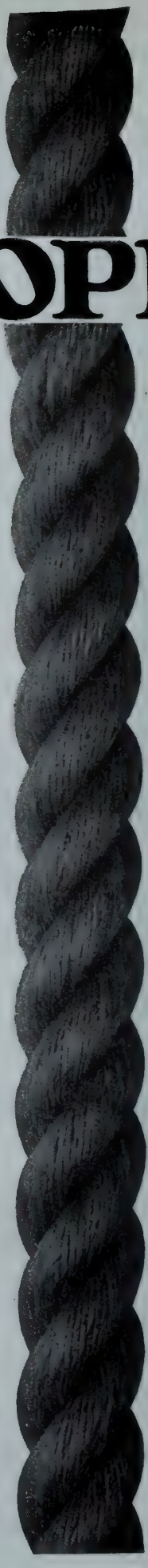
Head Office and Works **GUELPH, ONT.**

Makers of the World's Best Lawn Mowers

TORONTO	MONTREAL	VANCOUVER
QUEBEC	ST. JOHN	HALIFAX
WINNIPEG	REGINA	CALGARY

If interested tear out this page and place with letters to be answered





PLYMOUTH ROPE ECONOMIES

PLYMOUTH Rope can be purchased at prices that insure unequaled economies in rope expense as compared with inferior grades of rope which are being offered on the market at lower prices.

For nearly 100 years Plymouth has been the recognized quality rope. No rope has ever surpassed it in these three essentials:

Quality of Raw Material
Expert Workmanship
Knowledge of Rope Construction

Place your Plymouth Rope order for Spring shipment with your jobber now.

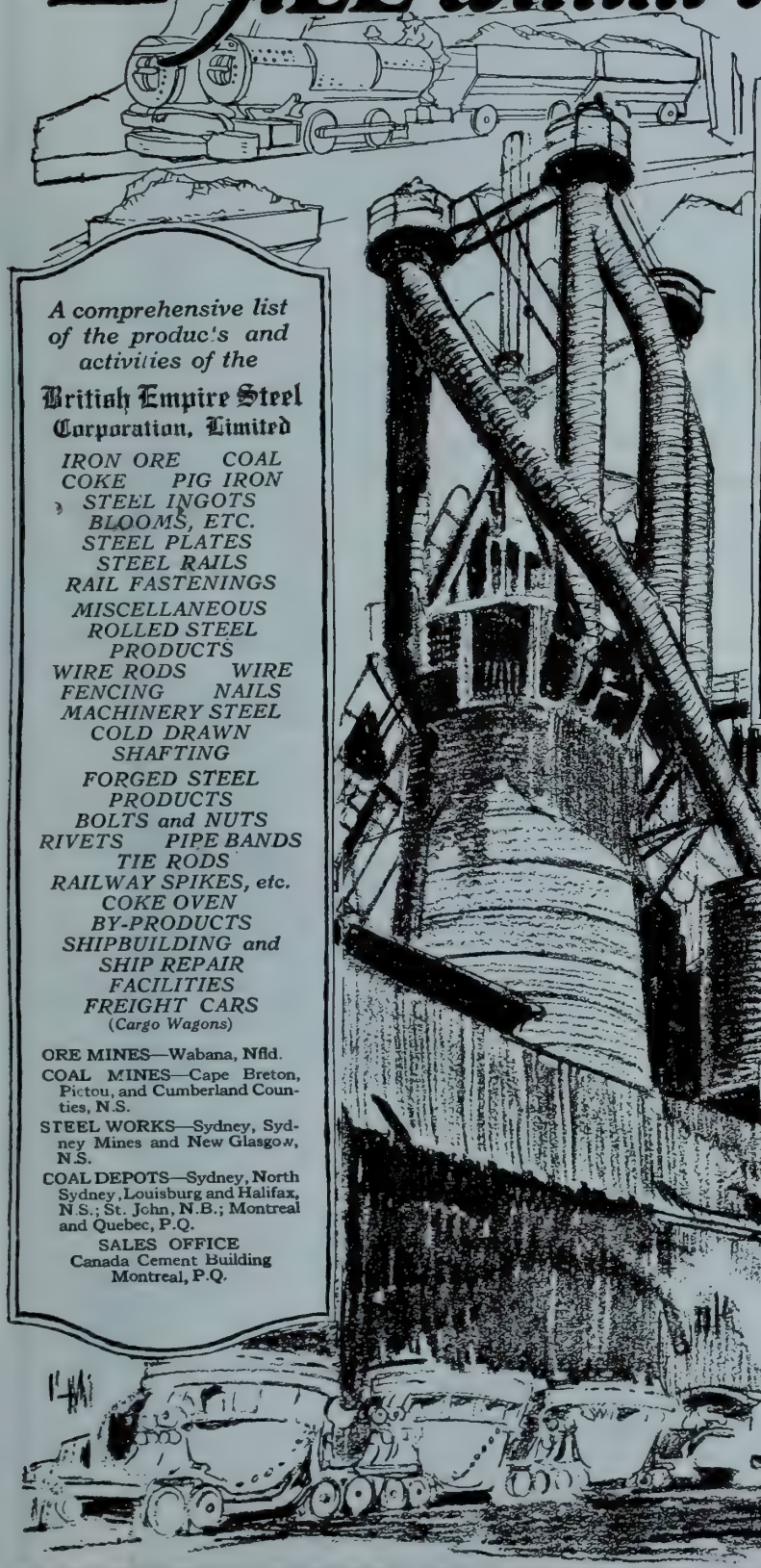
PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., Ltd.
TORONTO, CANADA *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Since 1916 all Plymouth Rope $\frac{1}{16}$" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope

From Ore to finished product —ALL within the Empire



A comprehensive list of the products and activities of the

British Empire Steel Corporation, Limited

IRON ORE COAL
COKE PIG IRON
STEEL INGOTS
BLOOMS, ETC.
STEEL PLATES
STEEL RAILS
RAIL FASTENINGS
MISCELLANEOUS ROLLED STEEL PRODUCTS
WIRE RODS WIRE
FENCING NAILS
MACHINERY STEEL
COLD DRAWN SHAFTING
FORGED STEEL PRODUCTS
BOLTS and NUTS
RIVETS PIPE BANDS
TIE RODS
RAILWAY SPIKES, etc.
COKE OVEN BY-PRODUCTS
SHIPBUILDING and SHIP REPAIR FACILITIES
FREIGHT CARS
(Cargo Wagons)

ORE MINES—Wabana, Nfld.

COAL MINES—Cape Breton, Pictou, and Cumberland Counties, N.S.

STEEL WORKS—Sydney, Sydney Mines and New Glasgow, N.S.

COAL DEPOTS—Sydney, North Sydney, Louisburg and Halifax, N.S.; St. John, N.B.; Montreal and Quebec, P.Q.

SALES OFFICE
Canada Cement Building
Montreal, P.Q.

The
British Empire Steel Corporation, Limited

by reason of the magnitude of the operations of its constituent companies, is able to render a wholly unique service to the industrial organizations of the world—and of Canada in particular.

The vast scope of these operations necessitates the maintenance of the highest possible standards of efficiency and economy, which, naturally, reacts to the benefit of our customers.

DOMINION IRON & STEEL CO., LIMITED
NOVA SCOTIA STEEL & COAL CO., LIMITED
Commanding unlimited resources of ore, coal and other raw materials for the making of steel products of every description.

DOMINION COAL CO., LIMITED
ACADIA COAL CO., LIMITED
"Acadia," "Dominion," "Old Sydney," and "Springhill" Steam Coals.

HALIFAX SHIPYARDS, LIMITED
Builders and Repairers of Ships.

DOMINION SHIPPING CO., LIMITED
The "Black Diamond" Fleet of ore and freight steamships.

EASTERN CAR CO., LIMITED
Makers of Freight Cars and Accessories.

BRITISH EMPIRE STEEL
CORPORATION LIMITED
CANADA CEMENT BUILDING MONTREAL, CANADA

If Interested tear out this page and place with letters to be answered

ALLIGATOR

TRADE MARK REG. U.S. PAT. OFFICE

STEEL BELT LACING

Why Men Change to ALLIGATOR

Strength comes first in belt lacing. Then follow: durability, ease and speed of application, efficiency in service, range and cost.

Alligator is the Strongest Belt Lacing on Earth—and the most permanent. It is applied with a hammer in an average time of only three minutes.

Mechanically perfect because it binds the long burden bearing belt fibres in equal service. "Every Tooth A Vise." Rocker steel hinge pin endures in any service where the belt will run. The finished joint is flexible, separable and smooth on both sides.

There is a size for every thickness of belting and the price is so reasonable that **its use immediately becomes an economy.**

If you are not using Alligator now, write us for sample and our interesting book "Short Cuts to Power Transmission." A trial of Alligator will be no less convincing than an analysis of its points.

Sold through "Jobber-Dealer" trade channels the world over.

Flexible Steel Lacing Co.

4657 Lexington Street Chicago, Ill.

In England at 135 Finsbury Pavement, London, E. C., 2



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MAKE Your Happy Christmas



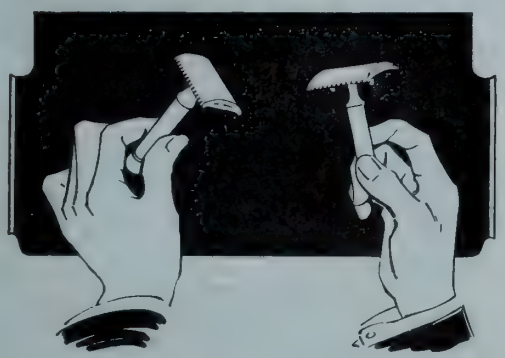
Says the Wise Old Owl

Each sale of a Gillette Safety Razor starts a whole cycle of constant repeat orders, with a minimum of selling expense—

first, the periodic and profitable sale of Gillette blades—

at intervals, a shaving brush—

and the thousand and one different articles on which the customer's eye may light when in your store.



On Christmas morning thousands of men will awaken to the ownership of a New Improved or Gillette Brownie Safety Razor—

There will be thousands more Gillette enthusiasts—boosters of the razor—future buyers of the blades.

Will you wake up to the comforting assurance that you have gathered in your share of the Christmas profits—got them tucked away in the bank—

That you are in the swim for the 1923 business on blades and other shaving kit.

Now is the time to make your happy Christmas—to tie up with the big Christmas advertising campaign that is starting, to stock up on Gillette razors, boost them at every opportunity and give razors and blades a prominent place in your window display.

We quote again from the reply of a Gillette dealer, when asked several months ago, when ordinary business was at its worst, about his Gillette sales: "100% *better, I pushed harder.*"

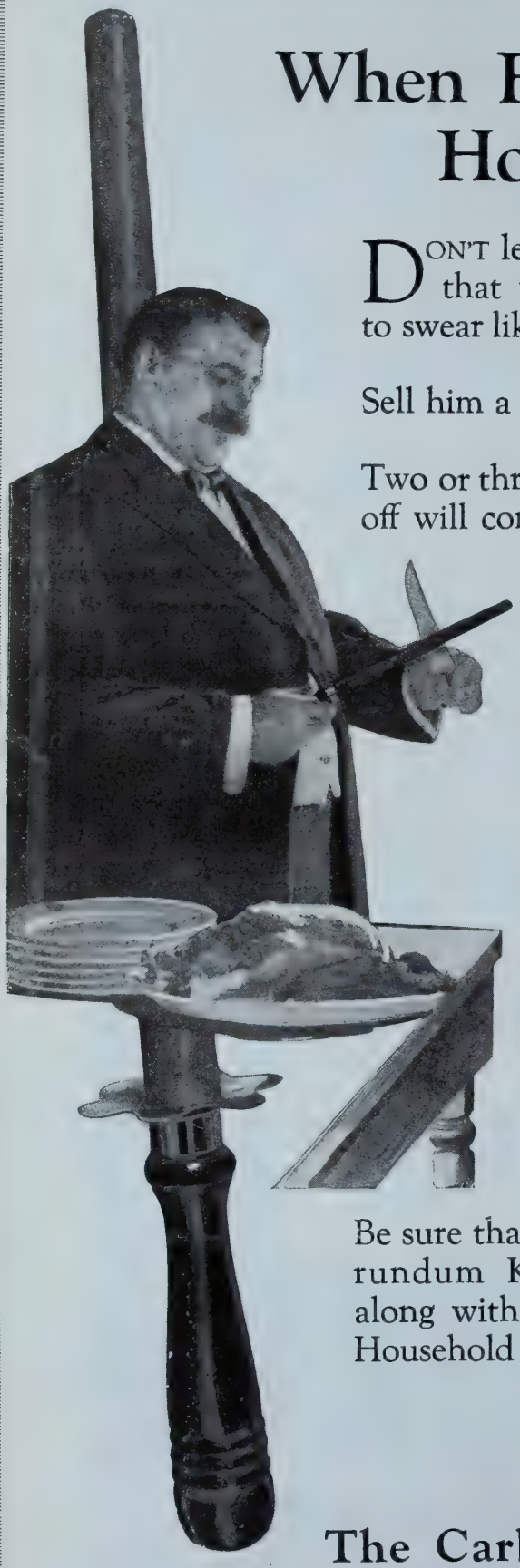
Gillette Safety Razor

The New Improved $5.00

The Brownie Gillette $1.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

If interested tear out this page and place with letters to be answered.



When Father Carves That Holiday Turkey

DON'T let him go at the job with a dull knife that will mess up the bird and cause him to swear like a golfer.

Sell him a Carborundum Knife Sharpener.

Two or three strokes and his knife will be keen—off will come the clean, nicely cut, savory slices and carving will become a pleasure.

And right now is the time to get in your stock of these sharpeners. The big jobbers have thousands of them all put up in the handy display boxes—and so have we.

There is a chance for you to put one of these sharpeners in every home in your community because it makes every household knife a sharp knife.

Holiday cutlery displays will soon be attracting buyers to your windows.



Be sure that you show Carborundum Knife Sharpeners along with Carving Sets and Household Knives.

The Carborundum Company

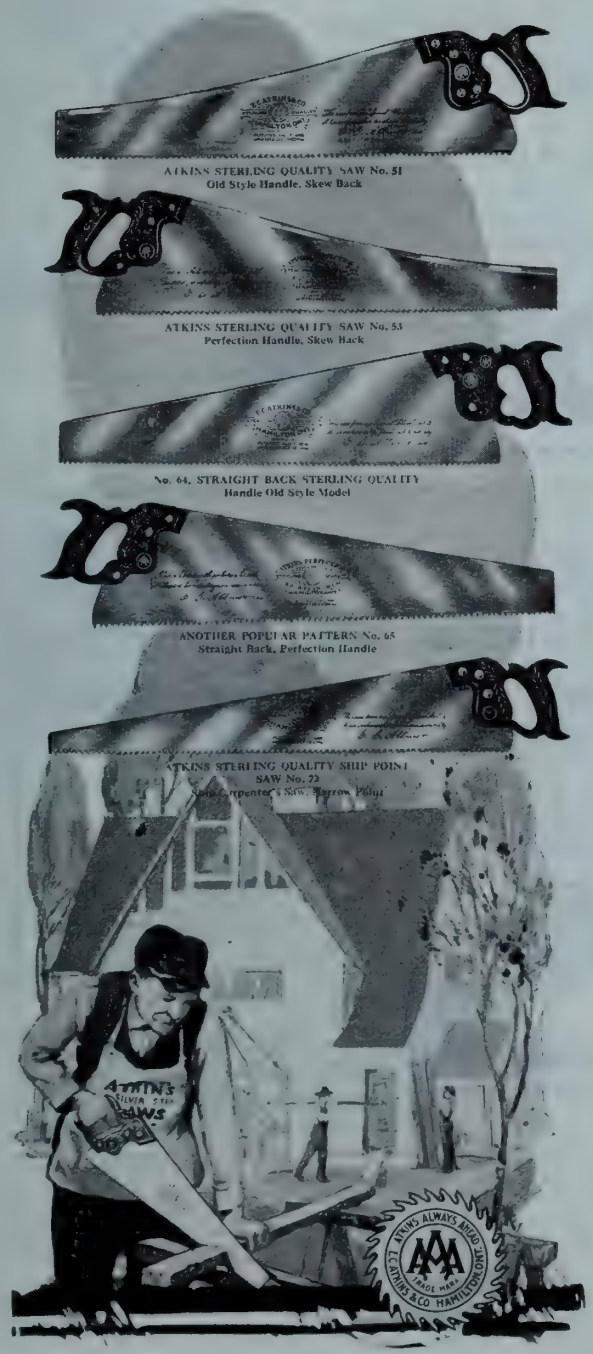
Niagara Falls, N. Y., U. S. A.

New York, Chicago, Boston, Philadelphia, Detroit, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids

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ATKINS

STERLING QUALITY SAWS



Hand, Rip and Panel Saws Straight or Skew Back Wide or Ship Point Improved Perfection or Old Style Handles

Atkins Sterling Quality Saws can be supplied in a wide range of popular patterns like the above, and for that reason, hardware dealers will find less sales resistance in merchandising them to carpenters, farmers, mechanics and the home saw user.

If you are not fully acquainted with our line of high grade saws, write us for our latest catalog covering our complete line. Give us a trial and it will not be long until you are convinced that ATKINS SAWS are

"The Finest on Earth"

Made in Canada

E. C. ATKINS & CO.

Established 1857 "The Sterling Quality Saw People"

Factory: Hamilton, Ont.

BRANCH: Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Davidson's Combination Bread and Cake Boxes



Here is a household utensil in constant demand, available singly or in the combination as illustrated. Each box is attractively japanned in either white or French grey, with enameled knobs, wire handles, fitted with roller cover, and occupying little space considering its capacity.

Full particulars on request.

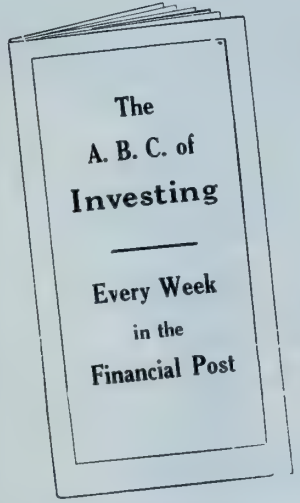
The Thos. Davidson Mfg. Co. Limited
Established 1860

Head Office - Montreal

BRANCHES:
Toronto, Winnipeg, Calgary, Vancouver.

Steel Foundry Division: Turcot, Que.

DAVIDSON



Three Valuable Records Sent FREE

A recent number of The Financial Post contained accurate financial statistics concerning every Canadian province and municipality. If you buy government and municipal bonds this supplement would be invaluable.

Another supplement was devoted to the mining industry and to the buyer of mining stocks gives a wonderful service.

Shortly we will publish a supplement giving the present position and prospects of all Canadian industrial corporations of importance. If you subscribe now we will send all three to you without charge.

A Library on Investing That Cannot be Duplicated

Announcing a Series that Every Canadian Investor will want to Read.

There are books for the American investor and books for the British investor. But none of them answer the problems of the Canadian investor—problems that you meet with.



Realizing the need of investment literature that gets down to Canadian fundamentals THE FINANCIAL POST is starting a weekly series of articles on investment. The articles will be fundamental rather than elementary. You will be told what you want to know about bonds, stocks, mortgages, insurance. Reading these articles you can avoid loss on unsound investments; and get the largest income from your savings. You can adjust your personal finances to give yourself the sense of security that comes from prosperity and lack of worry.

These studies will be a valuable contribution to the financial and investment literature of Canada. Read them weekly in THE FINANCIAL POST.

They are just one additional reason why you should subscribe to-day for THE FINANCIAL POST. Already it is the dominant investment paper in Canada with over 9,000 paid subscribers, including leading retail merchants from coast to coast.

Fill in the coupon to-day and get the first of this valuable series of investment articles on the A. B. C. of Investing. You want facts, truth, guidance. THE FINANCIAL POST gives them to you.

You Need Canada's Leading Investment Paper

This Coupon and $5 Does It

THE FINANCIAL POST,
143 University Ave., Toronto.

Send me THE FINANCIAL POST for one year (52 issues). I enclose $5.00 (Or you may draw on me).

Enclose also the special supplements I have marked:
Government and Municipal .....
Mining .....
Industrial .....

NAME .....

Address .....

6. .....

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Bending Rolls



Wiring Machine



Stove Pipe Folder

B B Co Ltd.

At Less Cost

Brown, Boggs Tools for Tinsmiths will cut your costs.

By making up your own gutters, eavestrough, skylights, furnace pipe, etc., on B.-B. machines you will have a tremendous advantage over your competitor who buys the finished product.

Write for our Latest Catalogue

The Brown, Boggs Company, Limited

HAMILTON, CANADA

Representatives:

TORONTO
A. B. Walker, Holbrook Bldg.

WINNIPEG
Bissett & Webb, Limited.



No. 87
34" High
Plain Oak
Fumed Finish.



No. 79.



No. 58. Kindergarten Set.

Attractive Specialties

for your Gift Section



Size 18 ft. x 24 ft.
Strongly Built
No. 135.

These specialties will prove a profitable, quick-selling addition to your Christmas Gift Section.

The children's desk shown is sturdy and practicable, with plenty of space for books and pigeon-holes galore. Also made in two other styles.

This Kindergarten set is an attractive, salable unit; chairs fold up neatly and the table is decorated with transfers. Finished natural or red.

The blackboard has a smooth, velvety writing surface that cannot chip, crack, or break. Made three sizes for wall.

Other holiday lines include Boy's Tool Boxes, Tea Trays, Smoker's Trays and Stands.

Write to-day for Catalogue "D."

Stratford Manufacturing Co. Ltd.

Stratford - - Ontario

If Interested tear out this page and place with letters to be answered

An Organization that helps you Build



Firestone

Permanent and Satisfactory Business

With the opening of the new Firestone plant at Hamilton, Ontario, the Firestone product and policy become an even greater asset to the tire dealer who is planning both for immediate growth and permanent business.

The name Firestone has always been an asset in selling tires, for it is more than a mere name; it stands as the signature of a man at the head of the great Firestone organization. So, for more than twenty years, the name Firestone and "Most Miles per Dollar" has been synonymous with the utmost in tire values.

The Canadian Firestone organization is building, to-day, a complete and balanced line of cord tires, fabric tires and inner tubes.

Firestone dealers are in the unique position of being able to supply their customers' needs for 3½" tires by carrying three types of tires only, and the increased production made available by the new plant places Firestone prices on a level no higher than that of ordinary tires. This gives the Firestone dealer the advantage of being able to offer both quality and price.

The sooner you start building your business the Firestone way, the sooner you will find your business profitable. Ask your Firestone distributor about our spring dating plan, or write us direct.

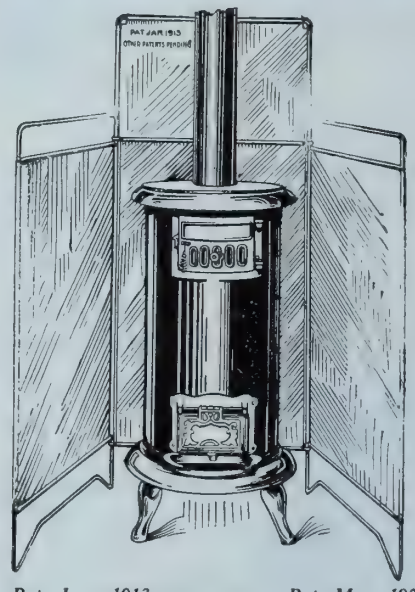
PRICES THAT BESPEAK MOST MILES PER DOLLAR	
30 x 3½ Fabric	$12.00
30 x 3½ Regular Size Cord	14.50
30 x 3½ Over-Size Cord	17.50

FIRESTONE TIRE AND RUBBER COMPANY *of* CANADA, LIMITED
HAMILTON, :: :: ONTARIO

CORD TIRES

FIRE SCREENS

for STOVES and HEATERS



Pat. Jan., 1913 *Pat. May, 1921*

SELLING NOW

The Guardian Fire Screen is becoming a Standard line in every Hardware Store.

Thousands of these Screens have been sold this Fall. Cold weather is increasing the demand.

Made with bright tinplate they are very attractive in appearance.

Adaptable **Collapsible**
Ornamental **Absolute Protection**

Small Size packed ½ dozen in carton.
Large Size packed ¼ dozen in carton.

Small size retails at $3.25 each.
Large size retails at $4.50 each.

Order from your jobber or write us direct.

Patentees and Sole Manufacturers

Guardian Fire Screen
Mfg. Company
Ville St. Pierre, Montreal, Que.



GREENING'S
Cow Ties

Greening's Cow Ties, trace, post, halter and other chains of all descriptions are unexcelled for strength and handsome appearance. Made from the celebrated Greening Chain of hard drawn steel wire they have maximum strength for weight of material used. With all fittings of proportionate strength there are no weak points.

Order through your jobber or write us.

The
B. GREENING WIRE CO.
LIMITED
Hamilton, Ontario
Montreal, Que. **Winnipeg, Man.**

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Black Diamond Files *for loyalty*

These files give faithful service and are first in the esteem of skilled workers. Where sharpness, durability and keen temper are demanded, you find Black Diamond Files.

TRADE MARK

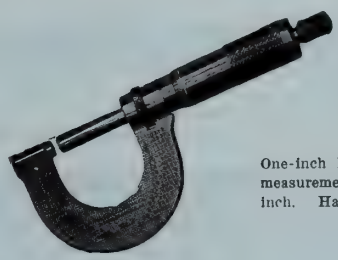
G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND



EVERY APPRENTICE NEEDS THESE TOOLS

The apprentice usually starts in on a lathe. He doesn't need (and can't afford) all the tools he'll use later on bench work. But there are a few tools which he must have from the first day.
A real understanding of his needs will do much to make him a permanent customer.



One-inch Micrometer Calipers No. 3—for measurements by thousandths up to one inch. Has lock nut and ratchet stop.



Pocket Slide Calipers, No. 425. Graduated in 32nds. and 64ths. Can be locked by thumb of the same hand in which the tool is held. For outside and inside measurements.



Spring Tempered Rules. Handy to use and extremely accurate. The result of 40 years' experience in making fine rules.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

Write for Catalog No. 22. M.A. and the Supplement which describes the new Starrett Tools

42-414

Sell Starrett Tools

Opportunity!—

It knocks at your door not once but every two weeks. Are you missing it—or is your plumbing department reaping the benefits from the bi-monthly copies of Sanitary Engineer?

A number of Special Features, commencing with the November issues, will make Sanitary Engineer this Fall even of more assistance to sanitary and heating engineers. Some of the articles will be:

"Selling the Farmer on a Pressure System"

An illustrated article will appear in November 1 issue giving all details as to how a London, Ont., plumber is building up a large and profitable trade in pressure water systems for rural use and also in the kitchen, laundry and bathroom fittings which go with such installations. The farmers have gathered one of the biggest crops in history and will be in a more receptive frame of mind for such valuable installations as this.

"House Drainage and Sewage Disposal"

A number of installments of this much talked of series written exclusively for Sanitary Engineer by Major Johnstone-Taylor, a thoroughly qualified British engineer. He deals with latest developments in these fields in the old country and there are many ideas which Canadian operators can employ to advantage.

"Developments in Heating Practice"

A new series of articles is being arranged for by an outstanding authority on the latest developments in heating practice. He will also undertake to answer any problems which readers may raise in connection with heating installation troubles.

"Cashing in on Opportunities in Gas Field"

A series of articles will be commenced this fall written by an authority on gas heaters, dealing with their installation, maintenance and answering problems arising in connection with their maintenance.

And Most Important of all—"Markets"!

Do you follow the market price fluctuations of your staple supplies? Do you take advantage of a favorable market to buy in? Do you know what the saving is between haphazard buying and buying at the right time?

SANITARY ENGINEER Price Quotation Section will inform you twice monthly of market conditions and will place before you quotations on all your supplies.

Fill out the coupon and find out how useful SANITARY ENGINEER can be to YOU

SANITARY ENGINEER,
143 University Ave., Toronto.

.....1922

Please send me SANITARY ENGINEER for the coming twelve months.

I am enclosing ..... It is understood that I am entitled to the free advisory services of the editor at any time.
You may bill me for $2.00, the regular subscription price.

NAME .....

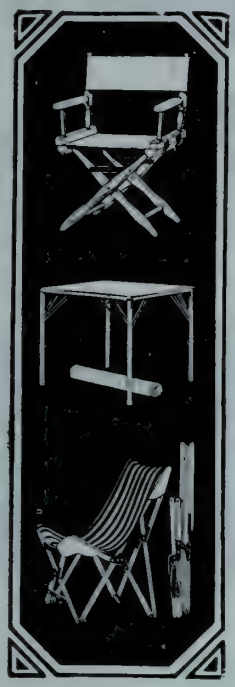
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OCCUPATION .....

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"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE



The Indoor Season Is In Full Swing

Practical-visioned dealers who can see the all-year merchandising possibilities of folding furniture are making a profitable turnover of Gold Medal Folding Cots, Chairs and Tables **now**—during the indoor season. Card parties, social functions, unexpected guests, etc., create a necessity for emergency household equipment that is easily developed into demand for Gold Medal Folding Furniture. And winter amateur entertainments, conventions, etc., offer excellent opportunities for the sale of Gold Medal Folding Chairs in **quantity.**

The indoor season for folding furniture is coming into full swing. Make the most of it in your locality. Make a profit on the Gold Medal Line the year 'round.

Gold Medal Camp Furniture Manufacturing Co.
1704 Packard Ave.
Racine - Wisconsin

"GOLD MEDAL" FOLDING FURNITURE
TRADE MARK

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

B.P. BRAND
WIRE NETTING

Black Fox Netting a Speciality



Britain's Premier Brand Wire Netting is known and used throughout the world, and is of guaranteed quality and reliability. Made on approved looms and

HEAVILY GALVANIZED AFTER WEAVING

Length and width of each roll, and gauge of wire true to specification. Supplied in every variety of mesh from 3/8 inch to 4 inch.

Prompt Shipments a feature. No order too large. Be sure to specify "B.P." Brand.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works
NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's (Preferred) Marconi and 2nd Private.

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TRADE **FRAIM** MARK



No. 686, Actual Size

A High Grade Wrought Steel Padlock

Many of your customers require a very high grade padlock, but they cannot afford always the expense of a cast bronze lock.

To meet this demand for a high grade, moderate priced padlock, we have this design in wrought steel, and also in wrought brass, if desired. The lock is of the very highest quality with secure lever mechanism, all the interior being of brass or bronze. It can be masterkeyed in one or several sets and is made with both flat steel and malleable iron barrel keys.

Can be Profitably Retailed at 90 Cents Each

No. 686—Steel—Japanned—Flat Keys
No. 687—Steel—Brass Plated—Flat Keys
No. 688—Wrought Brass—Flat Keys
No. 696—Steel—Japanned—Barrel Keys
No. 697—Steel—Brass Plated—Barrel Keys
No. 698—Wrought Brass—Barrel Keys

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

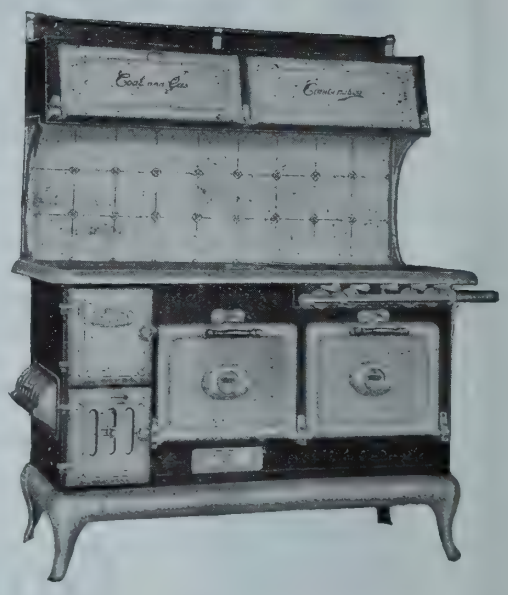
Order from your jobber or direct from us, giving your jobber's name.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.

Canadian Representatives:
GORDON L. COHOON, 11 St. Sacrament St., Montreal
A. E. HANNA 218 Portage Avenue, Winnipeg

Fawcett



Sell this Better Range

This new range is different from any range you ever saw. It's new—it's better—it has features never shown before in any range. The two fine big ovens are 16x18x12. The one to the left is heated by the fire; the other by gas. The gas top has four burners; a perfect cooker and baker.

Put this Range on Your Floor

Put this range where your customers can see it—it has so many points of merit that it practically sells itself. The top size is 50x24 — no larger than an ordinary coal range fitted with a reservoir. The fire box is of standard size.

This is the only combination of its kind on the market—and it sells for little more than a good coal range.

Your nearest branch will quote you prices and give you all other particulars.

And the same quality is maintained that has made our Stoves, Ranges and Furnaces famous from one end of Canada to the other.

Charles Fawcett Limited

Sackville, N. B.

Winnipeg Calgary Vancouver

Montreal
584 Rivard St.

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Ajax Breast Chains



AJAX Breast Chains are big sellers because of the convenient adjustment and assembling features.

The length can be regulated by the end snaps.

Easily stocked and shipped as they are packed two pairs in a carton.

DOMINION CHAIN COMPANY
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. NOVEMBER 11, 1922 No. 45

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Canada's National Hardware Weekly

Hardware and Metal

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Vol. XXXIV TORONTO, NOVEMBER 11, 1922 No. 45

"Retailing Not Our Function"

Says Head of Co-operative Store Chain

THE CLOSING of the retail store of the United Farmers' Co-operative Company on King Street, Toronto, following immediately upon the closing of stores at Harrowsmith, St. Thomas, Dorchester and Plattsville, Ontario, marks further progress in the policy which H. B. Clemes, general manager of the organization is following, viz., the closing out of all unprofitable retail businesses with the probability of all retail stores being dispensed with in the future.

Discussing this subject with Hardware and Metal, Mr. Clemes pointed out that out of the thirty-eight retail stores which were being operated by this organization, eight of them have now been closed. Up until the time Mr. Clemes took charge of the organization no accurate records had been kept. Since that time quarterly reports have been made by each store comprising record of business done and an inventory of stock on hand. With such information in hand it has been an easy matter to note what stores were on a profitable basis and those which were not. On the basis of information supplied by these records the stores which have been consistently unprofitable have been closed. Another of such records is now in course of preparation and further stores are expected to be closed as result of the information set forth in it.

Retailing Not Their Function

Mr. Clemes did not hesitate to state that retailing is not the proper function of the United Farmers' Co-operative Company and that this end of the business will gradually be closed out. The function of the organization was to market the farmers' produce. In the case of binder twine this will continue to be sold by carload lots distributed through farmers' clubs. Many of these stores have handled hardware and practically all carry stocks of leather gloves and mitts. With the closing out of the retail stores an attempt is being made to supply the farmers' wants to some extent through the medium of a catalog and through the use of the C.O.D. parcel post system recently inaugurated. Mr. Clemes stated that it was not to be expected that the business formerly done by the retail stores would now be done by parcel post, but this was a service extended to those who desired to take advantage of it.

Advantage in Buying

The reasons underlying the failure of a number of the U.F.O. stores could not be definitely stated by Mr. Clemes. Each store was under the direction of its own manager who did certain buying locally, particularly in perishable goods. The bulk of the stock was secured through the head office of the organization in Toronto where the buying was controlled. Mr. Clemes states that his organization were accorded jobbers' terms by the great majority of manufacturers and that such goods were invoiced out to the retail stores of the organization at 5 per cent. advance on cost. By this method these stores were given a considerable advantage in buying over competitors who bought from wholesalers and who were forced to pay the added margin representing the wholesalers' cost of doing business and margin of profit. Buying at such prices enabled the U.F.O. stores to undersell their competitors in most cases, yet despite this fact many of them have been shown to be unprofitable. Steps had been taken to establish "standardized" stores so that the advantages of uniform stock location, accounting, display, etc., would be secured as is the case with other chains of retail stores. Despite this some of the stores were unprofitable.

Why Stores Failed

An investigation of the reasons underlying this condition in some centres where U.F.O. stores have been closed indicates that in certain cases the stores were poorly located, in others the shareholders themselves would not support the co-operative store, in still other cases the manager of the store may not have been altogether popular due to his personality or manner of conducting business. The story is told that in some cases a farmer member of the U.F.O. would come to town and take a quantity of perishable produce from his farm and sell it to the U.F.O. store, then go to the other established retail stores in the town to purchase his requirements. Old established connections with other retailers was responsible for this condition.

"No, our chain store system could not be operated satisfactorily," said Mr. Clemes.

The store in Toronto which has just been closed has been in operation since 1918. This was the first and, as Mr. Clemes plans, the last U.F.O. retail store to be operated in that city and in most other centres. The mail order business and other work of the organization is being done at new quarters on George Street, Toronto.

Outgrowth of Farmers' Clubs

The U.F.O. stores were really an outgrowth of the farmers' clubs which were commenced many years ago to pool buying of merchandise in order to secure lower prices. This was particularly successful in centres served by railways where a carload of certain supplies could be brought in and opened up and each farmer take his share. The effort to extend this plan to all lines of merchandise and to undersell competitive retailers in a general retail business, has evidently met with failure in many cases and is distinctly in the disfavor of the present directing head of the organization.

Mr. Clemes stated it was a little early to discuss the binder twine situation for next year, but that the exchange would not be as much in their favor in the purchase of twine from Ireland as it was for the past year's trade. It will be recalled that full details of the purchase of these supplies from Ireland were given in Hardware and Metal last Spring. It is understood that this trade was highly satisfactory both from

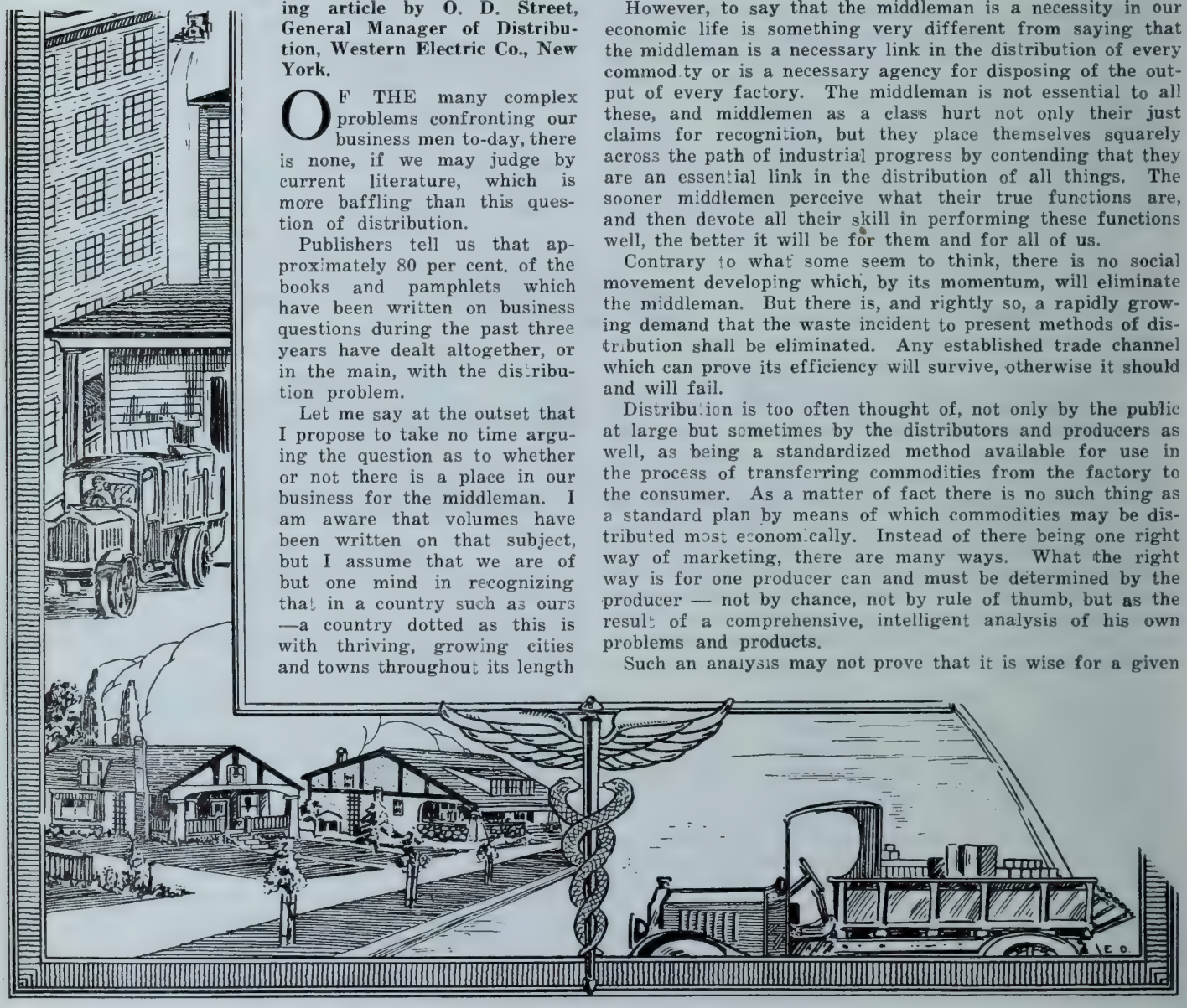
(Continued on page 37)

Big Problems Facing Distributors

Wide "Spread" Between Manufactured Cost and Price to Consumer Hindering Development of Business—What Happened Where There Was Too Much Competition Between Stove Manufacturers—Says Chain Store Idea is Sound

By O. D. STREET, General Manager of Distribution, Western Electric Co., New York

EDITOR'S NOTE: There are many and varied problems facing the distributors of hardware and other merchandise today. A great deal of attention has been paid to production and too little to distribution. Now that restricted immigration and curtailed buying power makes it difficult for the machinery of distribution to function in proper relation to production, many difficulties in doing business have arisen. The retailer is faced with the problem of having to secure a price representing a large "spread" between manufactured cost and price to consumer; chain stores and other mediums of distribution are developing along lines designed to meet the situation. All engaged in the distribution of merchandise cannot survive as only a limited number will meet the demands for increased efficiency. This is why the situation should be studied thoroughly. These are but a few of the points dealt with in the following article by O. D. Street, General Manager of Distribution, Western Electric Co., New York.



OF THE many complex problems confronting our business men to-day, there is none, if we may judge by current literature, which is more baffling than this question of distribution.

Publishers tell us that approximately 80 per cent. of the books and pamphlets which have been written on business questions during the past three years have dealt altogether, or in the main, with the distribution problem.

Let me say at the outset that I propose to take no time arguing the question as to whether or not there is a place in our business for the middleman. I am aware that volumes have been written on that subject, but I assume that we are of but one mind in recognizing that in a country such as ours —a country dotted as this is with thriving, growing cities and towns throughout its length and breadth, and with all these growing trade centers connected by that most highly developed system of communication and transportation possessed anywhere in the world, under such conditions, there can be no doubt as to the need of middlemen.

Millions of our consumers derive their sustenance from agriculture and mining — the sources of our basic raw materials. It is inconceivable that the necessities and luxuries of life, which are purchased by these millions of consumers — workers in the basic industries — can be moved economically from the industrial centers, where the finished product is made, to the small cities, country towns, farms and ranches without employing, in the process, distributing facilities offered by middlemen.

Not Essential to all Activities

However, to say that the middleman is a necessity in our economic life is something very different from saying that the middleman is a necessary link in the distribution of every commodity or is a necessary agency for disposing of the output of every factory. The middleman is not essential to all these, and middlemen as a class hurt not only their just claims for recognition, but they place themselves squarely across the path of industrial progress by contending that they are an essential link in the distribution of all things. The sooner middlemen perceive what their true functions are, and then devote all their skill in performing these functions well, the better it will be for them and for all of us.

Contrary to what some seem to think, there is no social movement developing which, by its momentum, will eliminate the middleman. But there is, and rightly so, a rapidly growing demand that the waste incident to present methods of distribution shall be eliminated. Any established trade channel which can prove its efficiency will survive, otherwise it should and will fail.

Distribution is too often thought of, not only by the public at large but sometimes by the distributors and producers as well, as being a standardized method available for use in the process of transferring commodities from the factory to the consumer. As a matter of fact there is no such thing as a standard plan by means of which commodities may be distributed most economically. Instead of there being one right way of marketing, there are many ways. What the right way is for one producer can and must be determined by the producer — not by chance, not by rule of thumb, but as the result of a comprehensive, intelligent analysis of his own problems and products.

Such an analysis may not prove that it is wise for a given



manufacturer to sell all his products direct to the consumer, nor will it of necessity prove that he should work through wholesalers in marketing all his lines. Instead, it may prove that, for a manufacturer who is not making just one thing but many things, the best plan would be to work directly with the consumer on one or more of his commodities, to go direct to retailers on others of his commodities, and to work exclusively through wholesalers on still another group of his commodities.

I have heard it said that about 80 per cent. of our merchandise is sold by the makers to wholesalers who in turn supply the retailers. A smaller percentage is sold direct by the makers to the consumers. All these methods are good and will continue to be employed. Which method to use is the problem each producer must decide for himself, and the problem will be solved first by those concerns which possess a type of a management wherein is to be found the searching mind, and wherein lies the will to find the correct answer. What we want is the right answer, and to get that answer with the least possible expenditure of time and money. I have not the whole answer — no one has — but we do know certain necessary vehicles which must be provided, necessary tools which must be employed, by him who has the will to search out the right distributing principle to be applied in the conduct of his individual business.

Among the more controlling factors which must be considered by each producer who would get the right answer are these:

1. THE NATURE OF THE PRODUCT:—A large steam engine should be sold direct to the user, whereas hair pins, to be marketed economically, must be sold to wholesalers and possibly to large retailers.

2. THE NUMBER OF CUSTOMERS SERVED:—A few users, even though these may be widely scattered, can usually be served best by dealing directly with the factory, provided the money value in each sale is large. A great many customers scattered all over the country can, as a rule, be served best through jobbers, particularly if the value of each sale is relatively small.

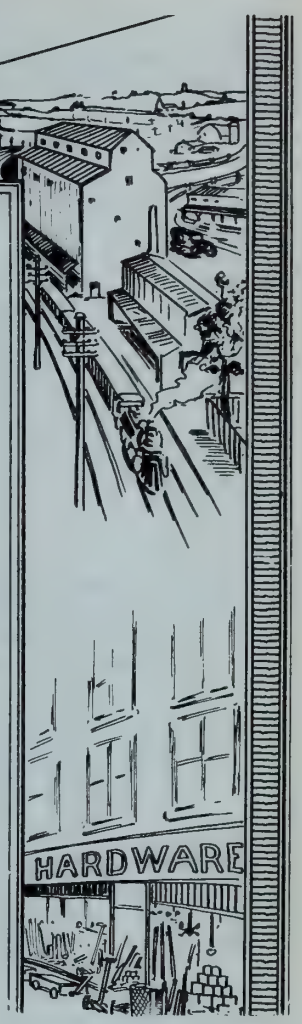
3. THE APTITUDE OF THE MANAGEMENT:—Some executive families are experts at production, but ought never to try distribution. The two require quite different commercial characteristics, and management should know its weaknesses as well as its strength.

4. THE FINANCIAL RESOURCES:—Where capital is limited, it is often preferable to use all that is available in production rather than to skimp on plant, tools and other instruments of economical productions in order to carry the capital obligations involved in distribution.

Too Many Sell Direct

At the present time too many concerns are selling their own products direct which would be better off if they worked with jobbers. There are also too many of another class which would be better off if they cut out the jobber and dealt direct with the retailers and consumers. By the same token, there are jobbers who would be better off if they limited themselves to those items which they can handle better and more cheaply than the factory, and not try to be all things to all men.

The reason why so many uneconomical methods of distributing are employed today is because so little is known, even by the most expert, of what it costs to sell and distribute merchandise. The monthly or annual costs of distributing all the products of a mill, or all the lines of a jobber, are known, but while these figures tell us how much money is made or lost on the entire business they do not tell us how this money is made or lost. How antiquated is such a condition in production activities! Methods are available today, as a result of the development of the accounting art, which will show us almost exactly what it costs to manufacture each item and each piece part in an item, but there is scarcely a concern in the country which knows what it costs to sell any one of its articles, unless it makes only one article, nor a concern which knows what it costs to sell to any one of its customers. A knowledge of what it costs us to sell each article we make, and what it costs us to do business with each customer we serve, is a prerequisite for determining whether we can distribute those articles and serve these customers cheaper and better than we can hire the work done for us. The facts must be determined by the producer — by each producer for himself — as he alone can get at the facts.



It must be clear to all of us that he who would go further into his distributing problems must first of all find out what his present methods of distribution cost him. I venture the prediction that a study of this sort will prove to many executives that many commodities which they have thought were highly profitable will be found, at least under the methods of distribution now employed, to be money-losers rather than maney-makers. It may well be that even after that knowledge is secured, management will still feel that it must continue to sell these articles because they are necessary to complete the line. However, the chances are that the method of selling these things will be changed, else less money will be spent in attempting to sell them.

Little Science Applied to Distribution

Business is far from being a pure science. It is a science, nevertheless, but the trouble with business men is that they have confined their scientific research largely to the field of production, and have applied little or none of it to the problems of distribution. As an inevitable result, the superior skill which has been applied to production problems has caused production efficiency to get far ahead of distribution. The production skill which industry has developed has gone out and started competing factories until today we find ourselves confronted with a situation where the capacity to produce, and to produce skilfully, in most industries, vastly exceeds the country's capacity to absorb — at least to absorb at the prices now quoted to the consumer.

Why is it that the price is so high that more commodities cannot be sold? It is not because the maker, the middleman, the retailer or anyone else, except in isolated instances, are profiteering. The answer is twofold: In the first place, it is because the new competing factories turn out no more or as many units than did the original factories hence, as a rule, they do not produce at a lower cost; in fact, too often the tendency is to make production costs rise, since the new competition, rather than to dispose of its products by creating new markets, usually cuts into the business held by the older factories. In the second place, new producers, in order to

market their products, often appoint a separate group of wholesalers and dealers, and these in turn cut into the business done by the old established distributors. At first, competition—one maker with his distributors fighting to hold their business, another group fighting to get this business away from them — may and often does tend to reduce the price to the public. Soon however, the heat of contest cools. Each organization decides to add the increased overhead cost incident to a lower volume of sales into its selling price, so it is passed along to the public. As time passes, still more producers enter the field to share the new business and divide the old, and these, in turn, create new distributors whose competition tends still further to complicate the situation and add to the ultimate cost of the product.

This sort of thing, in its effect on prices, is bad enough as it is, but what would have happened long ago if the rapid growth of our population had not caused consumption to increase tremendously?

Buying is Restricted

Just at present the domestic consumer is not buying as much as he did, for his income is less; then again, we are restricting immigration; and furthermore, due to conditions abroad, our exports, which we have been accustomed to look to for absorbing our surplus production, are relatively low.

Producing and production capacity, distribution and distribution facilities, have all multiplied during the last ten years, and now in spite of the reduced demand, all are trying to make a living, and nearly all are finding the going pretty slow. All cannot survive, and it is not to the interest of the public at large that all should survive. The early "forty-niners" made a go of it by panning for gold by hand; today the picking is thinner, and more efficient methods are employed.

This situation we are in would indicate that, for the good of the public at large, too much competition may well be as bad as too much monopoly, for it is a recognized fact that mass production, up to a certain point at least, is required in order to effect low production costs. Too much distribution, that is too many middlemen, is just as bad, for a low volume of sales increases the distributing expenses per unit sold just the same as at the factory, a small output increases the costs per unit produced, and in both instances there is the natural tendency to pass the increases on to the consumer.

There can be no doubt as to what all this hue and cry we hear today about distribution and present distributing methods means. It means that public opinion — that same sort of public opinion which when aroused says what shall be our political life — is today, in our commercial life, becoming synchronized. Our people in general do not readily get excited over either political or commercial questions. But if the time comes when failure to act on the part of those whose duty it is to act stirs the patriotic conscience or drains the pocket-books of an appreciable percentage of the people, then it behooves the politicians or the merchants to act, and act rightly.

What of the Man in the Street

The man in the street is not a statesman nor is he an expert on business problems, nevertheless he does love his country and he loves his home and kin. Because of these twin loves, he is bound to demand and sure to fight for that which promotes their interest and welfare. He does not know what is wrong in the business organism, and not being an expert, he cannot find the answer, but composite public opinion, of which his thinking is a part, is going to insist that management find the answer.

All he knows is that he has gone to a retailer to see if he can buy a certain labor-saving device for the home, which he had wished to procure for his wife in order to relieve her of some of her drudgery. The price quoted was $125, and in spite of his good intentions, he has decided he cannot make the purchase, as he is unable to afford so great an expenditure.

Upon getting home that night, he is told by his son, who works in the cost department of the factory where the device is made, that the factory cost of that device, including labor, raw material, and all overhead, was but $50. "Why," he asks, "must I pay $125 for an article which can be made for $50?"

Because he is not familiar with the ramifications of commercial transactions, he assumes someone is profiteering. The retailer assures him that it is not he who is profiteering, but agrees with him that the price is too high, and insinuates that the trouble lies with the middleman and the producer. The middleman in turn admits that the price is too high, yet tells him, and as a rule truthfully, that he has made no net profit out of the transaction and that if anybody is profiteering, it is the producer or the retailer. So he gets no satisfaction, but he does not forget that somewhere between production and consumption $75 is being spent on an article which it costs but $50 to produce.

While he is no expert, he has a hunch that such a condition is all wrong, and, gentlemen, I agree with him; furthermore, as business men, I am sure you likewise agree with him. Yet at this moment there are probably fifty men, engaged in production and distribution, who are saying that the answer is to still further raise the retail price and make allowance to the distributors greater, to every man who says "No, that is not the answer — the answer is to change production and distribution methods so as to permit of a reduction in the price charged to the consumer."

The example cited is typical, you know, of a thousand more just like it, and all the explanation in the world, not even the combined efforts of all the newspapers and trade papers in the country, can make this sort of thing seem right in the minds of the buying public. The only thing with which the public will be satisfied is a different sort of set-up, and it is up to managements to find the answer and lead the way. The theory that such expenditures are necessary to a proper system of marketing is absolutely baseless, and, in all earnestness, I plead with you, the editors of the business papers of the country, to use your heads and your pens to bring about a changed condition.

Please understand me. In the main, there is no profiteering anywhere along

(Continued on Page 41)

"Who is Taking Advantage of the New C. O. D. Parcel Post Regulations?"

AN analysis by Hardware and Metal of the parcel post matter going through Toronto's chief station for handling such matter reveals some very interesting facts concerning the growth in the business of mail order firms, the general attitude toward the new C. O. D. regulations and a startling discovery concerning those who are taking chief advantage of this new system.

Do not fail to read this article in next week's issue of Hardware and Metal.

Motorist with Numb Hands a Prospect

Hardwareman Tells What Signs He Looks for to Locate Prospects for Motor Accessories in the Cold Weather—Preparing Plans for Pushing Accessories in the Christmas Trade—Gifts of Utility to be Given—Sends Letters to Car Owners' Wives

WITH GIFTS of utility predominating this year for Christmas trade, the merchant has a splendid opportunity to push the sale of automobile accessories. After discussing this subject with some hardware merchants, Hardware and Metal has secured a few original ideas which may be put into play by other merchants in connection with such business.

One hardwareman says that many accessories are not appreciated until weather conditions make it imperative that they be used. This is the case with chains, windshield cleaners, robes, heaters, etc. He, therefore, finds quick response to window displays and other suggestions. The way in which he looks for prospects everywhere is seen in the following statement which he makes. "Those motorists who drive up to the store for gas and blow upon their numbed fingers while we fill the tank are just asking us to 'Ask 'em to buy.' We take this as an invitation to sell him a car heater or hand warmer. Sometimes he will wipe off the windshield by hand when waiting for gas. This is an opportunity to sell him a windshield cleaner. If he goes around kicking the tires to test their inflation before making use of our 'free air' service, it is an opportunity to sell him a tire gauge. The wheezy motor, slow to start, gives an opportunity for talking up radiator visors, bonnet covers. Sometimes the wife or son or daughter of the car owner drives up with father's car. That is the time to sell them on the idea of a useful accessory gift for Christmas. The car is right before us and we can make practical gift suggestions. A radiator thermometer, a pair of tire chains, heater, electric horn, robe, etc., offer a splendid range of suitable lines."

Many articles of automotive equipment make a strong appeal to the Christmas trade. If Uncle Henry has just purchased a new super-four, what more appropriate gift could be given him than a pair of bumpers, a spotlight, an automatic windshield cleaner, an electric cigar lighter or any one of a hundred articles of automotive equipment which can be purchased at a reasonable price, will be a useful remembrance while he has his car and will add to its value when he wishes to dispose of it.

It is not necessary for the merchant to make a big investment or go to a lot of expense in order to participate in this business and secure very satisfactory profit as his own Christmas present. It is, however, necessary to prepare as soon as possible to show car owners and their families the many articles of automotive equipment that make very suitable Christmas gifts.

Appropriate Window Display Important

Well-trimmed windows are a very important factor in creating a Christmas atmosphere and impressing upon the mind of the passer-by the appropriateness of automotive gifts for Christmas.

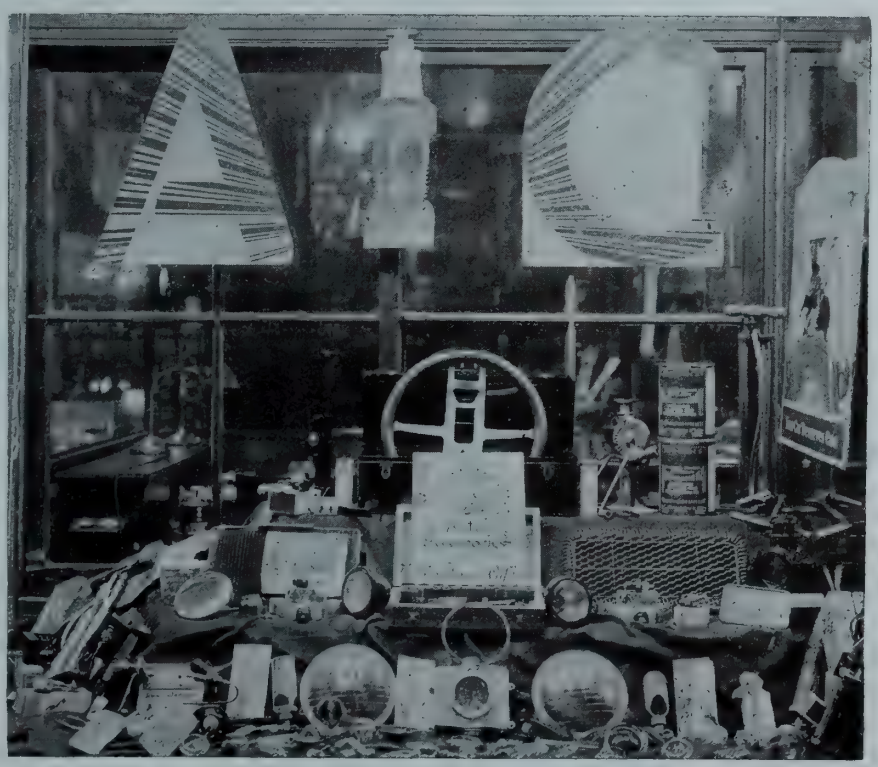
A Christmas window is very easily set up and need not be at all expensive. A very satisfactory effect can be obtained by setting up a Christmas tree in the centre of the window, covering the floor with white or red paper upon which can be laid those articles which the dealer believes to be most suitable and the whole display can be decorated with tinsel and dusted with imitation snow that can be secured for decoration purposes.

Stop signals, visors, and other highly colored articles lend themselves readily to such displays. A large sign bearing the words "Give Automotive Gifts for Christmas" should be prominently displayed in the windows and throughout the store.

Small articles that are carried away can be made more attractive and will radiate more of a holiday spirit if wrapped in Christmas paper and tied with red cord. Articles that have to be applied should, whenever possible, be sold at a price which includes their application. When this is done a card can be attached to the package stating: "This article will be attached free of charge."

A small sticker bearing the words: "Give Automotive Gifts for Christmas" in red letters can be obtained at small cost and attached to all outgoing correspondence.

Christmas Window of Auto Accessories



Here is shown a wide range of automobile accessories such as are suitable in the Christmas trade. A neatly written showcard in the centre of the display links up the connection with Christmas. Prices should be shown prominently.

Unique Method Which Sold 25 Stoves

How National Hardware Co., of Ottawa, by Keeping in Close Personal Touch With Prospects Throughout Summer, Put on Big Campaign in the Fall With Good Returns—Well Equipped, Cosy Kitchen Makes the Best Display



Window displays form no small part of the method used by National Hardware, Ottawa, Ont., to sell stoves, ranges, heaters, along with kitchen utensils and stove and furnace accessories at this time of year. Also included in the window are oil heaters, electric heaters, stove boards, ash sifters, stove pipe and elbows, etc. Read the article how the windows are linked up with other sales effort.

THE PLAN of keeping in personal touch with prospective purchasers has worked out to considerable advantage in the case of the National Hardware Company of Ottawa. Applying it to the sale of stoves this fall, the management has had every reason to feel gratified with the result.

Discussing the matter with Hardware and Metal, L. LeBlanc, a member of the firm, said: "To begin with, we commenced early in the summer to keep on record the names of people who we knew would be requiring stoves in the fall. Well on towards the end of the summer we seized upon every possible opportunity to broach the subject of stoves to these prospective customers whenever they entered the store. About this time also, we commenced to display our stoves both in the window and in the shop, placing them where they were bound to attract the most attention.

Applying Personal Touch

"Then came the time to apply the personal touch. This was accomplished by calling upon the prospective buyers in their homes in the evenings, where we had ample opportunity to discuss stoves to our heart's content without fear of interruption. The method we pursued was that of obtaining information regarding the number of rooms in the house, the size of the kitchen and other details which are essential before determining what kind and size of stove should be used in each individual home. With this information in hand we were readily able to hand out reliable advice. The result was that many of the people whom we called upon in this way not only expressed their appreciation of our counsel, but they bought stoves. With the aid of this method of getting business we were enabled to dispose of more than twenty-five stoves in less than two months, which was good considering that we have been in business only a short time and that we are located in a section of the city where money is none too plentiful."

A visit to the National Hardware Company's store at this season at once impresses one with the thought that every effort is being made to concentrate on the sale of stoves and stove accessories. The full length of one side of the store is devoted to a display of stoves and ranges of all sorts and sizes, including coal-oil heaters. Then also a considerable portion of floor space at the main entrance is taken up with stoves, coal scuttles, coal shovels and other accessories. These are arranged in such a manner as to attract the attention of all persons leaving the store.

Let Customer Select Stove

"I very seldom try to sell a customer something he does not want unless I am certain that it is to his advantage and that he will be satisfied with it," said Mr. LeBlanc. "This is especially true of stoves. When a person comes in to buy a stove I usually let him pick out the one he thinks will be best suited to his needs. Then after making thorough enquiries, if I find the stove he has selected is not suited to his needs, I proceed to point out the advantages of some other make or kind.

"I think an effective window display is most helpful in the merchandising of stoves. If one has the space to put in a fully-equipped, cosy-appearing kitchen, with a stove as the central figure, it will go a long way toward putting across sales.

Wants a Guarantee

"Another important point which I think should be borne in mind is that every dealer should take the utmost care not to handle a stove which he cannot sell without a reasonable guarantee. The

Ads Stimulate Sale of Hunting Equipment



Some very effective advertising of hunting equipment for Fall is seen herewith, as prepared by Sommerville Hardware Co., Ltd., Edmonton; Cochrane Hardware Ltd., Sault Ste. Marie, Ont., Davey Hardware Co., Ltd., St. Thomas; Wm. Beatty Co., Ltd., of Parry Sound, Ont., and Ashdown's in Calgary, Alta. Generous use of illustrations of hunting scenes and of hunting equipment are accompanied with brief descriptions and prices plainly shown. A wide range of lines necessary for the hunting trip are dealt with and other Fall sporting events are also mentioned.

average customer expects a guarantee of some kind, and if you can produce it you have gone a long way towards establishing the customer's confidence in you and in your business principles. I always make it a point to tell those who buy stoves from me that if they are not satisfied I want them to tell me first. I think the dealer should spare no pains or expense to make right any deficiencies the customer may unearth after he has received his purchase. Interest of this kind not only makes a lasting friend of the customer, but helps to build up a good reputation for your establishment."

"RETAILING NOT OUR FUNCTION"

(Continued from page 31)

the standpoint of quality and margin of profit. With the exchange situation less favorable it is understood other producers are making an endeavor to keep this trade on this side of the Atlantic for next year's requirements.

Montreal Export Club to Enlarge Sphere of Activities

ALTHOUGH the Export Club of Montreal and district is but a year old, having been organized last fall, it is announced that preparations are now being made to separate itself from its parent organization, The Canadian Manufacturers' Association. In reaching this decision the Export Club has also decided to greatly increase its sphere of activities by including within its membership a number of other interests, allied to its work, but ineligible for membership with the Canadian Manufacturers' Association.

In its origin the Export Club included only manufacturers, members of the C. M. A., but a series of meetings have been recently held, in the course of which the executive have decided to re-organize the basis of membership. In doing this it is stated that while the Export Club will start to function separately it will still continue to work in close harmoney and co-operate with the C. M. A. in every way. Under the new arrangement not only will exporting manufacturers be eligible for membership in the club, but indent and commission houses, representatives of transportation companies, both rail and water, banking institutions, marine underwriters, and all others whose primary or secondary interests lie in the furtherance of export trade in Canada will be admitted to membership.

Among other plans it is intended that the Export Club itself shall be divided into sections, representing the banking, manufacturing, commission houses, insurance, transportation, etc., groups. Representatives from these various sections will form the executive board, for the conduct of the affairs of the club.

The matter of securing new permanent quarters for the re-organized club and the election of officers will be dealt with at a general meeting of the members held at a little later date.

What You've Been Waiting For

Announcing the 1922 Hardware and Metal Xmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

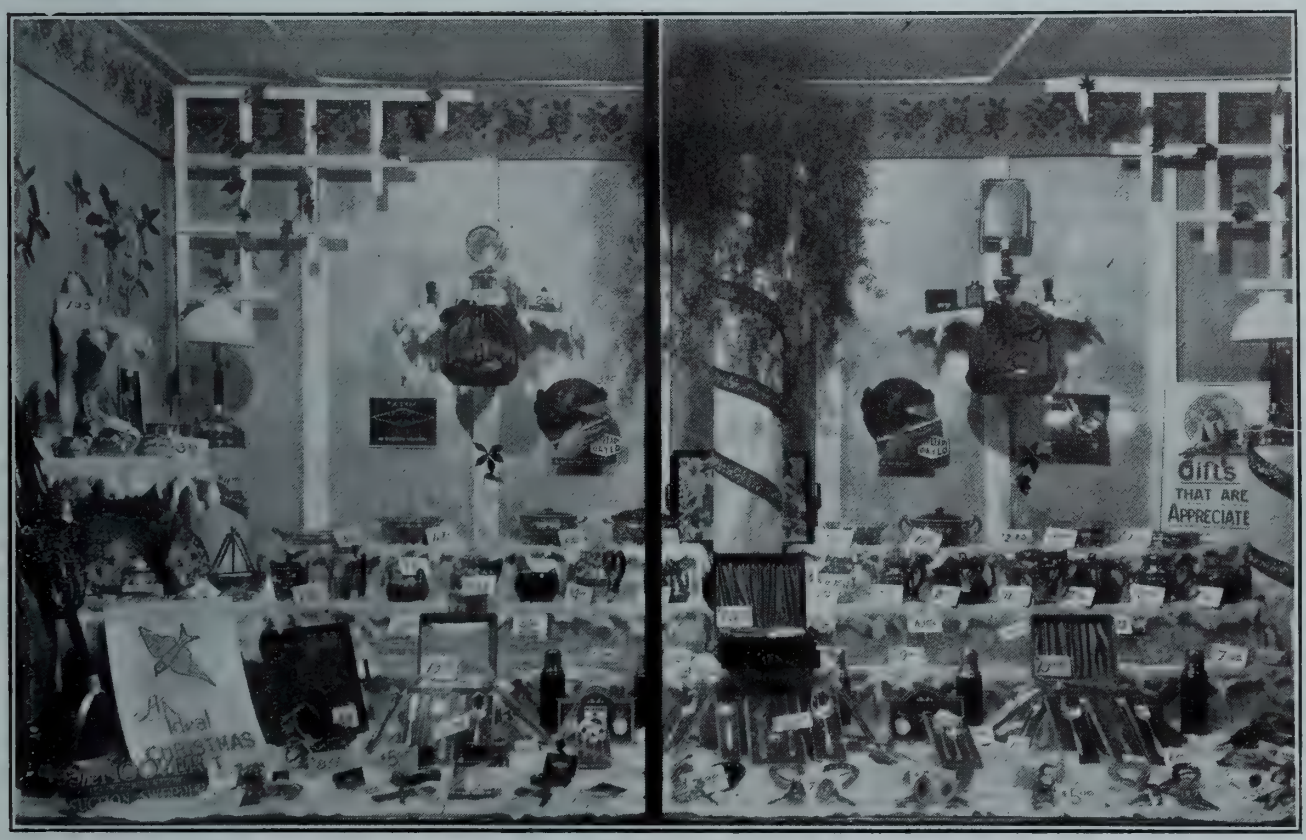
Don't overlook the prizes and the honor of winning one.



Can You Dress a Better Xmas Window Than This?

HERE is a sample window for reference for those located in centres of under 5,000 population. It was good enough to win first prize in that class in last year's contest but it can still be greatly improved upon. It offers a good basis for the window dresser to start with in the exercise of his art.

It is recognized as a distinct honor throughout the trade in this country to be a prize winner or runner-up in this contest so decide NOW to have a photo taken of the best window YOU dress between now and Christmas.



This window of Christmas gift suggestions won first prize in places under 5,000 population in the 1921 Hardware and Metal Christmas Window Contest. It is a fair sample of what a window should be as representing the stock of a store located in such centres. The first prize winning window in places over 5,000 appeared in last week's issue of Hardware and Metal and should be referred to by those located in such centres. The strong points of this display are—pleasing appearance, wide selection of gifts for various members of the family and wide price range with prices shown prominently throughout. It is by Gibb, Brown & Odell Limited, of Hanna, Alta. Gift suggestion No. 2 (Keep the series)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, NOVEMBER 11, 1922

Smuggling Across The Border

THERE is little doubt but that considerable merchandise is smuggled into Canada from the United States. This condition as applying to certain lines of hardware was dealt with in a recent issue of Hardware and Metal, it being pointed out that automobile owners when approached by hardware merchants in Toronto in connection with the purchase of accessories made no secret of the fact that they bought their accessories in some city across the line when on a visit there. It is significant that following upon this exposure in Hardware and Metal, more rigid enforcement of Customs regulations has been made at border points. This resulted in the confiscation in one day of enough merchandise at the Niagara boundary to make the Customs warehouse look like a department store. Among this merchandise was paint and other lines sold in the hardware trade. This is a practice which Customs authorities should make every effort to stamp out.

A Lesson For Other Retailers

IN CONNECTION with the decision of the general manager of the United Farmers Co-operative Company to gradually go out of the retail business, some interesting facts are given in this issue concerning the attempts of this organization to conduct retail stores. It is significant to note that even though this company was enabled to purchase on jobbers' terms a great deal of its merchandise and that it invoiced such goods to its retail stores at 5 per cent. over cost, that a number of the stores have proved to be unprofitable. Examination indicates that failure to keep accurate records, unpopularity of the store manager, poor location, and old established connections of shareholders with independent retailers in the same town, were some of the reasons for failure.

In studying out these facts there are some lessons for other retailers who in many cases have not the advantages in buying which the stores in this co-operative chain were provided with. The underlying idea of the chain store system is increased efficiency in administration and curtailing of costs of doing business by standardizing its practice and centering its buying in one organization. These are but some of the means which can be taken by retailers to stimulate turnover and reduce overhead costs, and many of them can be used to advantage by retailers independent of any such organization. As a matter of fact there is a strong note of warning to other retailers in the action which the U.F.O. has been forced to take in connection with retail stores. Signs abound on every hand that unless measures are taken along this line, distributors of merchandise will not survive the period of keen competition which is now taking place for business. In this connection an article appearing in this issue dealing with distribution problems should be studied closely by every retailer. It points to the psychology of the present situation, showing that the man on the street who does not understand much about production or the way business is conducted, figures something is the matter when he must pay $125 for a labor-saving device at the hardware store, on which the factory cost is known to be $50. It is this big "spread" in prices which is holding up big volume purchasing, and it is only by taking steps to encourage the big turnover that the spread can be reduced without the merchant having to sacrifice anything in his total net profit. This is the problem which chain stores, department stores and other distributors are working hard to solve, and any other retailer who hopes to survive will have to give it immediate attention.

Aggressive Policy Required

"BUSINESS runs in cycles; business men run in ruts." This observation was given expression by an economist of international repute who recently addressed a gathering of business men. Inclinations were too strongly in the direction of moving, aggressively or otherwise, with the tide, and of assuming too passive an attitude when business went into reverse gear. This made for high peaks and low valleys.

One point was stressed particularly—that the time to advertise, the time for forceful selling, was in periods of depression such as the present. When the cycle was moving above the normal line, when money was plentiful, when production was high, when there was evidence of extravagance on every hand, selling was not the problem that it was when the opposite condition existed. It was then that the most active co-operation of sales forces should be enlisted toward obtaining distribution, when the advertising appeal should be the most convincing. There was a depressed area that must be filled, representing activity rather than stagnation. Though this applied to basic commodities rather than specialties, nevertheless good business in one developed the same condition in the other.

Business men are of opinion that it will require two years to fill the present depressed area to normal level; that considerable re-adjustment in values and prices is still to be done.

* * * *

"THERE never was a time when business newspapers could do a better stroke for the world than they can to-day by bringing it home to their readers and the great public that all the peoples profit by the peace and prosperity of each other. They are the most practical of internationalists and through the sensitive machinery of the market can estimate from day to day the reactions of policy and the supreme value of a settled order in the relations of states. They, better than anyone else, can realize the fallacy of the view on which nations have too often acted that what is one nation's gain must be another's loss. The world as we see it to-day is largely what politicians and statesmen have made it. Is it not time for the business man to take a hand?"—C. P. Scott, Editor, "Manchester Guardian."

* * * *

"EVERYTHING that increases mutual knowledge of the achievements and possibilities of industry and commerce increases the welfare of the people and acts as a stimulus to further progress. In this respect business newspapers perform functions which no general newspaper can undertake, and a limit can be set to their useful development only when a limit has been set to the march of knowledge or science, whichever you prefer to call it, as applied to production, commerce and finance."—Lord Burnham, Proprietor "Daily Telegraph," London.

BIG PROBLEMS FACING DISTRIBUTOR

(Continued From Page 34)

the line either on the part of the producer, the wholesaler, or the retailer in connection with the sort of commodity above referred to. At best, only a modest net profit was left to any party in the process. The trouble is not that those who are engaged in production and distribution today are profiteering. The trouble lies with the system employed, with the methods followed. It is these which must be changed. Present methods are wasteful. Ways and means must be devised for eliminating this waste.

I have just referred to a semi-luxury which as made costs $50 and as marketed sells for $125. The statement that neither the jobber nor the retailer made much, if any, net profit on the transaction will, of course to the layman, sound absurd, yet it is the truth. However, the identical article — and there are a thousand others of which the same can be said — could be so made and so marketed as to enable the public to buy it for $75 and still allow ample net profit for the maker, for the jobber and for the retailer. The trouble is due to the excessive competition that exists. Factory costs are too high because too few units are turned out; the wholesalers' and retailers' expenses are too high because too few units are sold.

A few years ago, dealers were well satisfied if they could buy at a discount of 25 per cent, but today dealer discounts of 40 to 50 per cent., and occasionally 60 per cent., are more or less standard for furniture, rugs, carpets, refrigerators, stoves, pianos, victrolas, etc. Goodness knows what discounts the dealers of tomorrow will ask for, and possibly require, unless production and marketing methods are changed.

One thing we need is more men who, like Henry Ford, can visualize a possibility for trade development, and who will, by mass production, and by rapid turnovers in distribution, produce and market a product which will make the public feel, when they buy it, that they have secured their money's worth and then some. More men with brains and capital who will "Fordize" in the production and distribution of a certain class of commodity is, I believe, the answer to a part of the question. The inspiration that would result from a few more successes like that of the Detroit manufacturer should be most beneficial.

Two Stove Manufacturers

Simply as a thought to indicate the direction towards which I feel we should be working, let us assume that in each trade territory there were but two stove dealers in each town in the territory. Who of us here believes he could not find dealers who would gladly take on one of those agencies and be satisfied with far less than a 40 per cent. commission? Under such conditions a commission of 20 per cent. would result in the dealer's earning a higher net return on his investment than a 40 per cent. commission allows him under existing conditions of excessive competition. You recognize, of course, I am simply saying that a small margin of profit on many sales can be made far more profitable than a larger margin of profit on a few sales. Too much competition on production and in distribution tends to make the production cost high and distribution expenses high; the combination inevitably results in a high price to the public, for neither the maker nor the seller is running a charitable institution.

There are too many commodities which are being produced in too many factories, and are being distributed by too many agencies, for the best interest of the public. I feel many of these could be made and marketed more economically if some advantageous mergers were effected, or some failure took place. This would by no means solve all our troubles nor eliminate all the waste in merchandising, however, it would help considerably, for production is not done at low cost unless the output is reasonably large, nor can a jobbing business be conducted cheaply unless the units of sale are relatively large and frequent. Retailing can be done cheaply if the units of sale are small, provided enough units are sold.

Another major experiment in marketing which is receiving much attention, but not as much as it deserves, is the chain-store idea. Here again, mass production and rapid turnover in distribution is counted on to reduce prices to the consumer and yet leave adequate margins for dividends. The idea is perfectly sound. Good judgment, in selecting the products, and sound management will produce success. I am not among those who worry lest the chain-store will wreck the local merchant for, in marketing, I believe in the survival of the fittest, provided the test of fitness is that agency which serves the public well and at the lowest cost. We must not forget that we are confronted with a changed economic condition, and management will do well if it falls in line, for that business which falls in line with an economic purpose bigger than itself has far and away the best chance of remaining permanently in business and of making steady profits.

I am sure you will not interpret my remarks to mean that I feel we should do away with competition in production and in distribution, for that is very far from my thought. It is competition and the will to excel among competitors which develops skill in a football team, so likewise it is the stimulating effect of competition which, more than any factor, has and will continue to develop efficiency in our business enterprises. Competition we need, but more of the efficient, waste-saving, cost-reducing competition is the sort we need. It is more businesses intelligently planned, adequately financed, and capably managed in each line of industry that are needed before management can hope to convince the great mass of our people that the waste incident to present methods of production and distribution has been eliminated. Unless and until this waste is eliminated — at least until it is greatly reduced — the business man cannot rightly be called "efficient" no more than you could be, should you, when spading up a plot of ground for a flower garden, accidently turn up a chest of hidden gold. You might be rich, but not as a result of your efficiency.

Opportunity knocks at management's door. By opening it, management can still further enrich itself and in doing so, do that bigger, finer thing—add to the comfort and contentment of man.

Taking Steps to Stop Smuggling Across Border—Customs Men Find Cans of Paint

IT IS noteworthy that following upon charges of smuggling of automobile accessories and other hardware, as appearing in a recent issue of Hardware and Metal, that steps now being taken by Customs officers at border points between Canada and the United States have resulted in the bringing to light of a great deal of merchandise, included among which was some paint.

On two days of this week eight large automobiles were seized by Customs officers at Niagara Falls, Ont. In each case the occupants had goods concealed somewhere about the car. Seven of the cars were from Toronto. Reports from Niagara Falls are to the effect that more careful scrutiny on the part of such Customs officers has resulted in a blockade of automobiles almost across the bridges. No part of the cars is being overlooked, much in contrast to the former practice, and all kinds of things have been confiscated. They will be returned upon payment of duty on their assessed value in Canada. The Customs sheds are said to have the appearance of a departmental store. Some cans of paint were among the seizures, the owner claiming that this was a present to him from someone he was visiting in the United States.

WINDSOR TOOL MACHINE CO. NEW FACTORY

Tillsonburg, Ont.—Erection of factory at cost of $40,000 is contemplated by Windsor Tool & Machine Co., Ltd., Windsor.

Events in the Trade

NEW HARDWARE STORE TO BE BUILT

Windsor, Ont.—Plans are being prepared for business block for Baxter Hardware Co., Pitt St., E.

PERSONAL

Ross H. McMaster, vice-president, Steel Co. of Canada, and F. B. Leslie, sales-manager, A. C. Leslie & Co., Montreal, returned this week from Philadelphia and New York, where they attended the annual gathering of the American Iron and Steel Institute.

Frank H. Butcher, 13 Cathcart St., London, Ont., has been appointed sales representative for the following manufacturers: Geo. W. Reed & Co., Montreal, manufacturers of roofing cement, super ash sifters and cans; Lamarre & Co., St. Remi, P. Q., makers of stoves and ranges.

OBITUARY

The sympathy of the trade is extended to A. E. Warren, purchasing agent, Frothingham & Workman Ltd., Montreal, on acount of the sudden death of his wife in that city on November 6th. Mrs. Warren's funeral was held on Wednesday afternoon.

NEXT MEETING OF TORONTO HARDWARE AND PAINT CLUB

The next meeting of the Toronto Hardware and Paint Club will be held in the Tudor Room, Prince George Hotel, on Tuesday, November 14 at 8 p. m. The subject of too many hardware stores operating in the city as discussed at the last meeting of the club will be the theme of the meeting and it is expected that representatives of the local wholesale firms will be on hand to discuss various phases of the subject.

NEW FIRM KNOWN AS HARDY & BADDEN

A new partnership has been formed in the firm formerly known as James Hardy & Son, Toronto, Secretaries of the Canadian Wholesale Hardware Ass'n., since the death of James Hardy as recently announced in Hardware and Metal. The firm will be continued under the name of Hardy & Badden, Arthur J. Hardy having associated with him Harold J. Badden, who has been connected with the firm for seventeen years.

MONTREAL INDUSTRIAL FAIR

Further organization with regard to the annual fair in Montreal was completed at the meeting of the Montreal Industrial Exhibition Association when the board of directors was appointed and other business transacted. With the directors named, and when that board has elected its executive officers, it was pointed out that the important matter awaiting decision was whether the City of Montreal was willing to provide the organization with a site for the exhibition, and also guarantee the bonds to the extent of $600,000. It is understood that the city is anxious to push the Exposition forward, and with co-operation between the municipality and the association, headway is looked for during the winter months.

AUTO ACCESSORIES SECTION OF CREDIT MEN'S TRUST ASSN.

Montreal.—At a meeting held at the Old Colony Club, the wholesale automobile accessory houses which are members of the Canadian Credit Men's Trust Association, Limited, organized a trade section. J. Thurston Smith was elected president, James W. Green, vice-president and Fred H. Pope, secretary. James Thurston Smith is secretary-treasurer of Lewis Bros., wholesale hardware jobbers, ex-president of the General Accountants' Association, ex-director of the Dominion Commercial Travellers' Association, ex-honorary treasurer of the Quebec Division of the Canadian Credit Men's Trust Association, Limited. The vice-president, James W. Green, is credit manager of the Dominion Rubber System, with which firm he has been identified during the past twelve years. The secretary, Fred H. Pope, is manager of the Quebec Division of the Canadian Credit Men's Trust Association, Limited, under whose auspices the section will function. The following firms have joined the section:—John Millen & Sons, representative, C. E. Kandrick; Goodyear Tire and Rubber Company, representative, F. H. Foster; Dunlop Tire and Rubber Company, representative E. H. Dudley; Canadian Fairbanks Morse Company, Limited, representative, W. H. Irvine; K. & S. Tire and Rubber Goods, Limited, representative, C. S. Lee; Dominion Rubber System Limited, representative, J. W. Green; Lamontagne, Limited, representative, O. L. Baillargeon; Lewis Bros., Limited, representative, J. Thurston Smith; Sun Company of Canada, Limited, representative, E. S. Graham; Gutta Percha Rubber, Limited, representative, J. N. Smith; Ames-Holden-McCready, representative, M. J. Kearns.

INCREASE CAPITAL STOCK

Notice is given by the provincial secretary authorizing the increase in capital stock of the St. Mary's Hardware Ltd. from $40,000 to $150,000.

HAVE COMPLETED MOVING OF HARDWARE STOCK

Owen Sound, Ont.—T. I. Thompson Ltd., has completed the amalgamation of its hardware stock with that of R. P. Butchart & Bro., which firm was taken over by the Thompson Company some months ago.

BRITISH TRAIN TO TOUR CANADA

Evidence of the desire of British manufacturers to improve their position in the Canadian market is the information from London that the British Train Traders, Limited, will send an exhibition train carrying samples of a great variety of British goods across the Dominion. It is proposed to have the train leave Montreal at the end of October, and ten months will be required to complete the tour. Two hundred and ten firms have signified their intention of participating in the exhibition.

GOVERNMENT MAY ESTABLISH COKE PLANT

Ottawa.—With the view of helping to ensure the fuel independence of Canada the government is considering the establishment of a huge plant at Sydney, N. S., for the treatment of bituminous coal and its reduction into coke as a substitute for anthracite.

Experts of the Mines Department have been asked to report on the project. The recurrent coal strikes in the United States and the advice that ten years hence American anthracite for export may not be available in any large quantities, suggests measures for the development of domestic sources of supply.

Coke was urged as a substitute for anthracite by experts before a fuel committee of the Commons two years ago. One argument in its favor is that it can be transported much more economically than coal.

The supply from the proposed Sydney station would be designed especially for Central Canada. A similar station may be established in the West if necessary, but it is calculated that British Columbia or Alberta coal either in its natural form or as coke will not come east of Winnipeg.

Western Canada News

McPherson Bros., Red Deer, Alta., are going out of the hardware business.

A. W. Sudin, hardware merchant, Elm Creek, Man., has sold to R. J. Montgomery.

Vancouver.—J. A. Hossack, representing the Lufkin Rule Co., made the rounds of the distributing trade this week.

C. Richardson has started a new hardware store at Broadview, Sask., and reports business showing an improvement.

Vancouver.—David Brewer of the A. MacFarlane Co. of Montreal, spent the week in this city while on a trip through the west.

Vancouver.—Mr. Adcock, of Chas. Adcock Ltd., manufacturers' representatives of Montreal, was renewing acquaintances here this week.

Vancouver. — David Griffiths, sales manager of the B. Greening Wire Co. of Hamilton, is making the rounds of the trade on the coast this week.

R. A. Walker, manager of the Calgary branch of D. Ackland & Son, Ltd., has returned from a week's visit to the head office of his firm at Winnipeg.

Joe Hawkins and Jim Whalen of Vancouver, were in Winnipeg attending the convention of the Western salesmen of the Sherwin-Williams Co. of Canada, Ltd.

Scott Hastie, of Condor, Alta., who lost his hardware stock recently through fire, spent some days in Calgary this week, placing orders for shipment of an entirely new stock.

Vancouver.—The Granby Consolidated Mining and Smelting Co. has a total of 17,000 tons of blister copper ready for shipment to New York. Another 500 tons will be available within a short time.

W. McIllveen, until recently manager of the motor accessory department of Wood Vallance & Adams Ltd., has left Calgary to live in Regina, where he takes charge of the Saskatchewan business of the Firestone Tire and Rubber Co. of Canada Ltd.

Vancouver.—Robert Gibson, president of Gibson's Limited and managing director of Britannia Wire Rope Company, Limited, who left here a few weeks ago for a business trip to England, has undergone an operation but is now convalescent. He expects to return about the end of the year.

F. J. Penberthy, managing director of Lowe Bros., Toronto, while on his return from the coast spent a short time in Winnipeg, and gave an address on the manufacture, use and misuse of paints before the Greater Winnipeg Save the Surface Association, which was thoroughly enjoyed by all present.

C. H. Edick of the Gillette Safety Razor Company of Canada, has returned from a business trip to Saskatchewan and Alberta and reports that business in the smaller towns is improving.

TO PERMIT MERCHANTS TO TAKE MORTGAGE ON FARMER'S GROWING CROPS

Edmonton.—A special inquiry is to be made by the attorney-general and the commissioner of Southern Alberta relief into that part of Alberta's drought area relief scheme regarding the right of merchants to take mortgages on the growing crops of their debtors. This is in order that the government may have necessary information for a possible extension of that right to other parts of the province, which is now being considered.

Under the law as it now stands, outside of the drought area, no proceedings can be taken by anyone against a farmer's growing crops, but the southern act provides that a merchant who has outfitted a farmer with necessaries of living, may take a mortgage on such crops up to a specified amount.

WILL DISCUSS PARCEL POST WITH UNITED STATES

Ottawa.—Decisions of an important nature may be reached at the forthcoming conference on postal matters between representatives of the postal departments of Canada and the United States, it was intimated by officials of the Canadian Department. While arrangements, and the program for the meeting, are yet in a tentative state, considerable enthusiasm over hoped-for results is being manifested by officials concerned. Whether or not the conference will be held in Ottawa, or some other Canadian city, or in Washington, has not yet been decided, although the departments of the two countries are in communication on the subject.

Subjects for the conference will probably include: Limit of weights on merchandise between Canada and United States; rate on merchandise passing by post between the two countries; insurance on parcels, special delivery service; co-operation between railway post offices in Canada and United States; money order services; customs declarations; rates on prints, samples and commercial papers; address of sender on parcel mail between two countries; exchange of mails between Windsor and Detroit with perhaps a joint arrangement for conveyance of mails both ways; transit of United States mails through Canada; reciprocal exchange of postal equipment between Canada and United States, and direct correspondence between postmasters in Canada and United States.

BARRED FROM U. S. MAILS

The United States Post Office Department has barred from the mails circulars of the United Silverware Company, the Roy Silverware Co., and the Radiant Diamond Company, of Montreal.

The department charges that one individual is back of these concerns and calls him "the greatest namechanger in the history of the world." He advertises picture puzzle contests and offers prizes of jewelry. He has changed the name of his company twenty-five times in several months, according to the department.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of November 8, 1902:—

"Geo. M. Edwards, managing director Henderson & Potts Co., Ltd., Montreal, was in Toronto this week."

"J. E. Elliott, buyer for McLennan McFeely & Co., Ltd., Vancouver and Dawson, was in Toronto this week."

"H. H. Clark, of Sherbrooke, Eastern Townships' representative of Lewis Bros. & Co., Montreal, and Miss M. A. Miller, of Griffin, were married on Oct. 22 in Griffin."

"W. D. Gillean, who has been connected with The Canada Paper Co. for over twenty-five years, has now become manager of the mills and product of Alex. McArthur & Co., Montreal."

"H. P. Hubbard, Canadian representative of E. C. Atkins & Co., Indianapolis, has returned from a successful trip among the lumber mills and hardware trade on the north shore of Lake Ontario."

"Yukon Hardware Co. has been formed at Dawson to take over the business of McLellan, McFeely & Co., Dawson and Vancouver. The promoters are Roderick Chisholm and Raymond Brumaugh."

"It is the general opinion throughout the trade that paints are becoming more extensively handled by hardware merchants every day. One is led to believe that it is only a short time until the bulk of the trade will be done by hardwaremen."

"The Canadian Wholesale Hardware Association held their quarterly meeting on Tuesday in Windsor Hotel, Montreal, Thomas B. Lee, president, presided. Fred Lewis, of Lewis Bros., Montreal, the vice-president, was prevented from attending due to illness."

"The Manitoba Frost Wire Fence Co., of Winnipeg, is seeking incorporation. The capital stock of the company is $40,000, the objects of incorporation are for the sale of wire fences, posts, etc., and the applicants are Henry Louis Frost, Welland, O. L. Byers, Winnipeg, C. H. Henson, W. E. Oulette and J. F. Phelps, Welland."

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THE budget of price increases again far exceeds the number of reductions on the current hardware markets. A new higher list appears on wrought piping, as forecast in last week's issue of Hardware and Metal. A general upward revision is made in lead products, lead pipe and waste prices being increased, while solders also record a general leveling up process following the advances of two weeks ago. Cotton wrapping twine prices are advanced two cents per pound, as briefly reported last week. Revised quotations are in effect on cotter pins, both list and discounts being changed. An increase is also made in the galvanizing wire nail extras, and new discounts appear on hand taps and machine screw taps. Blow torches and furnaces are advanced five per cent. Tin is again higher on a speculative market and continues the feature of the ingot metal markets. Higher levels are considered pending on several lines of builders' hardware. Spring booking prices on refrigerators are approximately five per cent. lower, while a reduction is also made in common fence pliers. A further recession in pig iron quotations is foreshadowed, while eastern centres record another reduction in gasoline prices. Fall lines are moving briskly and a steady volume of trade is evident. Booked orders for snow shovels and winter lines are now being shipped. The call for builders' hardware is still proceeding. The movement of corrugated sheets, eavestrough, conductor pipe and kindred lines is slowing up with the approach of the winter season. There is an increasing disposition to provide for forward requirements. While this tendency is not yet general, it is developing steadily. Purchasing for immediate needs only, which has long been the common practice, is being succeeded in numerous instances by demands running well ahead, indicating more confidence in the future. Weather irregularities are considered responsible for a certain lack of uniformity which has been visible in the general trade survey. In wholesale circles the trend is still in the direction of progress.

Montreal, Que.

MONTREAL, November 9.—Hardware markets are again particularly interesting to the trade. Various lines are shown under price revisions. One of the most outstanding advances is a new list on wrought iron and steel pipe, showing a slight change in prices on piping from one inch and larger. Another increase is recorded on lead pipe, lead waste and solders. A new list and revised discounts is issued on cotter pins and prices are again revised upward, this change following the advance of last week. Blow torches and furnaces are advanced approximately five per cent. Another price development is recorded on the local gasoline market, quotations in Montreal being again reduced two cents per gallon. There is now a variation of two cents between prices in the city and those quoted to points outside in the province. With tin, spelter and lead on high levels a strengthening attitude is lent to many hardware commodities.

FURTHER ADVANCE IN COTTON TWINE PRICES

Montreal.

Following the advance of two weeks ago, cotton twine prices show a further increase of two cents per pound. A strong tendency is still evident in raw cotton circles, and is said to be responsible for this second revision. Following are present local quotations:

COTTON TWINE—	Per lb.
3 ply in balls	0 55
3 ply in cones	0 51
4 ply in balls	0 57
4 ply in cones	0 55

STEADY MARKET RECORDED ON COPPER PRODUCTS

Montreal.

Current quotations on copper and brass sheets, rods and tubing remain unchanged and the undertone of the market is now described as on a steady basis. There was a very firm tone noted in former weeks due to the strong market tendency of copper on primary metal markets, but this has recently shown some abatement, with signs of weakness. The movement of these products is fair for this season of the year at the following quotations:

	Base
BRASS—	
Sheets, base	0 24
Rods, ½ to 6 inch, round	0 22
Tubing, Seamless, base	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb	0 30
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

FAIR ACTIVITY NOTED IN METAL LATH

Montreal.

A fair volume of business is still recorded in metal lath, distributors stating that building activities are well up to expectations notwithstanding the season is fast advancing. Local prices are steady at following levels:

METAL LATH—	per sq. yd.
Painted—	
26 gauge	23c.
24 gauge	28c.
32 gauge	32c.

Galvanized, 10c. per sq. yd. extra.

REVISED QUOTATIONS ON COTTER PINS

Montreal.

A revision is made in both list prices and discounts on cotter pins. Manufacturers are issuing a complete new list with re-sale discounts. The change is also effective on assortments in boxes, and shows an increase of approximately 12½ per cent over former quotations. Following is new list and discounts:

SPRING COTTERS—

Effective Nov. 1, 1922.

Wire Ga. Size No. 16—Size 1-16 x ½, $0.33 per 1000; 1-16 x ¾, 43c per 1000; 1-16 x 1, 53c.; 1-16 x 1¼, 63c.; 1-16 x 1½, 73c.; 1-16 x 1¾, 83c.; 1-16 x 2, 93c; 1-16 x 2½, $1.23; 1-16 x 3, $1.53.

No. 13—3-32 x ½, 33c.; 3-32 x ¾, 43c.; 3-32 x 1, 43c.; 3-32 x 1¼, 63c.; 5-32 x 1½, $1.45; 3-32 x 1¾, 83c.; 3-32 x 2, 93c.; 3-32 x 2½, $1.23; 3-32 x 3, $1.53.

No. 11—⅛ x ½, 45c.; ⅛ x ¾, 58c.; ⅛ x 1, 70c.; ⅛ x 1¼, 83c.; ⅛ x 1½, 95c.; ⅛ x 1¾, $1.08; ⅛ x 2, $1.20; ⅛ x 2½, $1.55; ⅛ x 3, $1.90.

No. 9—5-32 x ¾, 93c; 5-32 x 1, $1.10; 5-32 x 1¼, $1.28; 5-32 x 1½, $1.45; 5-32 x 1¾, $1.63; 5-32 x 2, $1.80; 5-32 x 2¼, $2.00; 5-32 x 2½, $2.20; 5-32 x 3, $2.60; 5-32 x 4, $3.80.

No. 7—3-16 x ¾, $1.25; 3-16 x 1, $1.55; 3-16 x 1¼, $1.85; 3-16 x 1½, $2.15; 3-16 x 1¾, $2.45; 3-16 x 2, $2.75; 3-16 x 2¼, $3.05; 3-16 x 2½, $3.35; 3-16 x 3, $3.95; 3-16 x3½, $4.55; 3-16 x 4, $5.15.

No .4, ¼ x 1, $2.80; ¼ x 1¼, $3.20; ¼ x 1½, $3.60; ¼ x 1¾, $4.00; ¼ x 2, $4.40; ¼ x 2¼, $4.80; ¼ x 2½, $5.20; ¼ x 3, $5.90; ¼ x 3½, $6.60;¼ x 4, $7.30; ¼ x 5, $8.70; ¼ x 6, $10.10.

No. 1, 5-16 x 1, $4.20; 5-16 x 1¼, $4.80; 5-16 x 1½, $5.40; 5-16 x 1¾, $6.00; 5-16 x 2, $6.60; 5-16 x 2¼, $7.10; 5-16 x 2½, $7.60; 5-16 x 3, $8.60; 5-16 x 3½, $9.60; 5-16 x 4, $10.60; 5-16 x 5, $12.60; 5-16 x 6, $14.60.

⅜ x 1½, $7.80; ⅜ x 2, $9.30; ⅜ x 2½, $10.80; ⅜ x 3, $12.30; ⅜ x 3½, $13.80; ⅜ x 4, $15.30; ⅜ x 5, $18.30; ⅜ x 6, $21.30.

Discount—32½ 10 per cent.

NEW HIGHER LIST ON WROUGHT PIPING

Montreal.

A new list, No. 57, effective November 1st, now governs domestic markets on wrought piping. An increase of approximately 2 per cent. is announced on standard buttweld black steel pipe from 1 inch upward, while on wrought iron a minor adjustment in prices is made on the same sizes. In lapweld black piping a revision upward is also recorded, although on certain sizes of galvanized prices are now slightly lower. The upward tendency in this market has been pointed out in recent issues of Hardware and Metal, it becoming more pronounced last week when new higher quotations were considered pending. Costs of raw material have continually advanced since the last revision, and supplies of skelp have been hard to obtain owing to transportation delays. The recent advance on American markets is also another factor which allows the announcement of higher prices on domestic markets to come without any surprise.

The new list is included in the current market quotation pages.

EASIER TENDENCY NOTED IN CORRUGATED SHEETS

Montreal.

There are still signs of a weakening in the market for corrugated sheets, and shading of prices is rumored in some quarters. According to one local dealer trade in these materials, while fair, is not as active as might be expected at this season, especially this year when following spring business which was unusually brisk in this district. Requirements for this fall's trade were anticipated, and fairly heavy stocks of flat sheets were placed. With the slackening in business dealers are anxious to reduce stocks as low as possible before the winter months set in, and some are willing to offer a price concession for attractive orders. While this is the version of one distributor, it is generally admitted that trade is a little quieter, and prices are slightly easier than formerly. Following are average quotations:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

GENERAL UPWARD REVISION IN LEAD PRODUCTS

Montreal.

Lead on primary markets continues on its upward climb, while spelter and tin are also again reported with firmer price levels. The tendency in these basic materials is further reflected on finished products, following the advance in solder prices two weeks ago. Lead pipe in all weights is increased one cent per lb., waste prices showing the same advance. Quotations on solders register a further increase of one-half cent per lb. on all grades with the exception of wire solder. Further price developments on this market will depend entirely on what action is displayed in primary circles, and while these metals have now reached levels which are considered high by some well informed, there is no indication at present of any weakness developing. Revised quotations are:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

STEEL BUSINESS CONTINUES IN SEASONAL VOLUME

Montreal.

With a steady market tone prevailing in iron and steel, current business is reported as continuing in seasonal volume. The general improvement in the industry during recent weeks has caused mills to experience some difficulty in securing raw materials, thus placing the market in a firmer position. This condition, while naturally expected to improve as the weeks pass, has yet failed to better itself to any extent, and available cars for transportation are still at a premium. On the other hand, it is only natural to expect a slackening in steel business toward the latter end of this month, and any strength in the market due to the above is expected to be greatly offset by a quieter consumptive demand. Unchanged local quotations are:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50 3 65
Spring steel	4 75 8 50
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

MOVEMENT OF TROUGH AND PIPE NOW SLOWER

Montreal.

There is still a fairly firm tone in the market for eavestrough, conductor pipe, elbows, etc., although this tendency is not as marked as a few weeks ago when business was more active and galvanized sheets were on a slightly higher price basis. Dealers in these goods report a seasonal falling-off in demand with the appearance of colder weather. Following are list prices and unchanged discounts:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in., $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70 per cent.

CONDUCTOR PIPE—Round, Plain and Corrugated. per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in., $29.60; 5 in, $40.00; 6 in, $49.00; 6 in., $49.00.

Discount 70 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.

2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in., $29.00.

Discount 60 per cent.

QUIETER DEMAND MAY AFFECT SHEET MARKETS

Montreal.

Insofar as the local galvanized sheet markets are concerned conditions relative to the future trend seem to centre around the two chief factors, quieter trade versus high replacement costs. It is generally stated that the movement of these sheets is not as active, and the trade is now faced with a quieter period during the ensuing months. Against this there is a firm tendency at production centres owing to higher costs, the most recent development being the rise in spelter on primary metal markets, thus increasing the cost of galvanizing. Up to the present no change in prices is announced by producers, but the tendency is declared upward.

Much the same situation is presented in black sheets, Canada plate and tin plate, although distributors describe these products as showing a stronger tone than galvanized. Much of the supplies locally are imported from overseas and there is the close of navigation, necessitating higher freight rates, to be reckoned with. Stocks on the local market are at a comparatively low level.

BLACK SHEETS—		
10 gauge, base	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 20	4 70
16 gauge	4 30	4 80
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	7 00	7 75
26 gauge	6 75	7 50
24 gauge	6 15	6 90
22 gauge	5 80	6 55
18—20 gauge	5 10	5 85
Other Brands—		
10¾ oz	6 75	7 50
28 U. S. gauge	6 35	7 10
26 U. S. gauge	6 05	6 80
24 gauge	5 90	6 65
2 gauge	5 90	6 65
18—20 gauge	5 75	6 50
16 gauge	5 60	6 35

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

NEW NET PRICES ON GAME TRAPS

Montreal.

As announced last week advanced quotations are now effective on game traps, present price levels being ten per cent. higher than formerly. Following are new net prices:

GAME TRAPS—Per Dozen.

Victor—No. 0, $2.10; No. 1, $2.45; No. 1½, $3.80; No. 2, $5.25; No. 3, $8.85; No. 4, $10.60.

Hawley & Norton—No. 0, ...; No. 1, $4.70; No. 1½, $7.15, No. 2, $10.00; No. 3, 13.25; No. 4, $15.60.

Newhouse—No. 0, $6.00; No. 1, $7.00; No. 1½, $10.50; No. 2, $15.80; No. 3, $21.00; No. 4, $24.50.

Jump—No. 0, $2.85; No. 1, $3.15; No. 1½, $4.60; No. 2, $7.00; No. 3, $9.40; No. 4, $11.20.

Victor Giant—No. 1, $3.20.

GASOLINE PRICES AGAIN DROP IN MONTREAL

Montreal.

Following four successive reductions up until November 1, a further increase development in gasoline prices has now occurred, when local quotations are again reduced two cents per gallon. This brings a variation between prices locally and quotations to points in the province outside the city of Montreal. Formerly a flat price was given to the province as a whole. This latest revision brings Montreal quotations to 28 cents for motor grade, and 31 cents for the higher grade, while in rural centres price levels remain at 30 and 33 cents respectively. The gasoline market has been decidedly easier in recent weeks owing to lesser consumption and comparatively heavy stocks, but in the latest development it is said that keen competition has played no small part in the matter.

HIGHER LEVELS MAINTAINED IN INGOT METAL MARKETS

Montreal.

The ingot metal markets retain their firm tone, with perhaps not quite as much activity as has recently been showing. Tin has been somewhat erratic during the past week owing to extensive manipulation, but generally speaking all metals with the exception of copper may now be considered as having reached fairly high levels.

TIN.—With fluctuations of from £3 to £4 per day in either direction this metal may be described as very erratic, and not in a healthy position for general business. It is felt that the market is being manipulated from London and it is hard to say what their efforts will result in, or how high prices will be forced. Locally the market is firm at 42 cents.

COPPER.—This metal remains very listless which is a little surprising in view of the firmness of other metals. Export demand, however, is still quiet and with extensive stocks available in the U. S. A., there is no inducement to buy ahead. Prices locally are unchanged at 17¾ cts. for electro, 17½ cts. for casting.

LEAD.—The tone of the lead market remains firm both in England and the United States, but to-day's price can certainly not be considered cheap, and it is a question whether or not this level can be maintained for any length of time. Lead is quieter on the local market at 8 cents.

SPELTER.—Spelter has held remarkably well considering the rapid advance, and it would appear that Europe's requirements in the U. S. A. are not yet quite satisfied. Should this be the case, higher figures may yet be reached and in the meantime the market is firm at 9¾ cents.

ANTIMONY.—Following the flurry of a few weeks ago, owing to the American duty, antimony is again in a dull state, with prices unchanged at 7¼ and 7¾ cents.

ALUMINUM.—There is still little or no change in the market for aluminum, and the local quotation remains at 22 cts.

Toronto, Ont.

TORONTO, November 9.—Advances continue the order of the day in the current hardware markets. Higher levels are recorded this week on wrought iron and steel piping, lead pipe and waste, hand taps and machine screw taps. Ingot tin again records an increase on a speculative market and continues the feature of the ingot metal group. Some higher prices appear on solder in local jobbing circles, while there is also an increase in extras for galvanizing wire nails. New lists and discounts on cotter pins show a general revision. There is a general leveling up process in boiler tube prices. Higher prices are also reported pending on certain lines of builders' hardware, while the advanced levels on cotton wrapping twine, as briefly recorded in last week's issue of Hardware and Metal, reflect the upward trend of raw cotton markets. Another reduction in pig iron prices is foreshadowed, while price on Black & Decker electric drill has been substantially lowered.

INCREASE EXTRAS FOR GALVANIZING WIRE NAILS

Toronto.

The galvanizing extra on wire nails has been advanced 25 cents per cwt. The revised quotations are as follows:—$3.25 for one inch and larger, and $3.50 per cwt. for shorter than one inch.

NEW LIST AND DISCOUNT ON COTTER PINS

Toronto.

A new complete list has been issued on cotter pins showing a general revision all through, with prices on some sizes higher and others lower. The new list is effective from November 1, and is reproduced elsewhere in this section. The discount has also been changed and the revised quotation is, new list less 32½ and 10 per cent., f. o. b., Montreal.

REVISED DISCOUNTS ON HAND AND SCREW TAPS

Toronto.

New discounts on machine screw taps and hand taps are announced by the Greenfield Tap & Die Corporation. Machine screw taps are now quoted list less 55 to 60 per cent., and hand taps have been revised as follows: ¼ to ⅜ inches, 40 to 45 per cent.; 7/16 to ⅝ inches, 40 to 50 per cent.; 11/16 to 1 inch 35 to 45 per cent. This compares with the former quotations of 30 to 60 per cent. on sizes up to one inch.

HIGHER PRICES PENDING ON BUILDERS' HARDWARE

Toronto.

Higher prices are reported pending on several lines of builders' hardware. It is stated that the extent of this advance is in the neighborhood of ten per cent.

TWINE PRICES REFLECT RAW COTTON TREND

Toronto.

As briefly recorded in last week's issue of Hardware and Metal, a further advance of two cents per pound is now in effect on cotton wrapping twines. This increase, following on the higher levels announced two weeks previously, reflects the continued strength of the raw cotton markets. Revised quotations are contained in the current market pages.

SOME HIGHER PRICES APPEAR ON SOLDERS

Toronto.

Certain jobbing houses are quoting additional advances in solder quotations this week. The revised higher price levels follow: strictly, $28.75; commercial, $27.50; tinkers, $30.00; wire, $45.75.

ANOTHER REDUCTION IN PIG IRON FORESHADOWED

Toronto.

Pig iron is again easier on the local market, but no change has yet been made in prices, the average quotation remaining at $36.30. It is stated that a further recession on domestic centres in the near future would not be surprising, as the situattion in primary markets is decidedly easier, with indications of a price decline more or less pronounced.

HIGHER PRICE LIST ON WROUGHT PIPING

Toronto.

As forecast in previous pipe market reports appearing in recent issues of Hardware and Metal, a new higher price list on wrought piping is now in effect. This supersedes list No. 56, which was issued last August, and brings quota-

tions on standard buttwelds in sizes one inch and larger at slightly increased levels. Smaller sizes show no change. A similar revision is made in standard lapweld pipe, the current advance only being made on sizes 3½ inches and larger. This development corresponds with existing conditions outlined in the last issue and follows on the advances recently put into effect in southern primary markets. Price list No. 57, showing net prices in random lengths on both steel and wrought iron black and galvanized piping, is quoted below:

WROUGHT PIPE

Price List No. 57. November, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
⅛ in.	6.00	8 00	....	....
¼ in.	3.96	6.00	7.20	9.30
⅜ in.	3.96	6.00	7 20	9.30
½ in.	5.02	6.55	7 31	8.93
¾ in.	6.10	7.82	8.85	10 70
1 in.	8.67	11.22	12.75	15.47
1¼ in.	11.73	15.18	17.25	20.93
1½ in.	14.03	18.15	20.63	25.03
2 in.	18.87	24.42	27.75	33.67
2½ in.	29.84	38.61	.....	.....
3 in.	39.02	50.49	.....	.....
3½ in.	50.60	64.40	.....	.....
4 in.	59.95	76.30	.....	.....
4 in.	59.95	76.30	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

	Blk. Steel	Galv. Gen.	Blk. Wrot.	Galv. Iron
2 in.	22.20	27.75	31.08	37.00
2½ in.	32.76	41.54	46.80	56.16
3 in.	42.84	54.32	61.20	73.44
3½ in.	51.52	65.32	73.60	88.32
4 in.	61.04	77.39	87.20	104.64
4½ in.	7.12	90.17	1.07	1.27
5 in.	82.88	105.08	1.24	1.48
6 in.	1.08	1.36	1.61	1.92
7 in.	1.40	1.79	2.07	2.50
8L in.	1.48	1.88	2.18	2.63
9 in.	2.07	2.62	2.97	3.59
10L in.	1.92	2.43	2.82	3.39
10 in.	2.47	3.13	3.63	4.37

MARKED PRICE REDUCTION ON ELECTRIC DRILL

Toronto.

The Black & Decker Mfg. Co., Baltimore, Md., has made a substantial reduction in the price of their standard quarter-inch electric drill.

ADVANCED PRICES ON LEAD PIPE AND WASTE

Toronto.

Due to the recent upward trend in primary lead markets, quotations on lead pipe and waste are advanced one cent per pound this week. This revision places the base list quotation on lead pipe at 14 cents, with the usual discount of ten per cent. remaining unchanged. No change has yet been made in prices on lead sheets, the base of 9½ cents still being in effect. The climb of ingot lead has been specially pronounced during recent weeks, the strengthened undertone being followed by higher quotations, which trend is reflected in the market for finished products. Following are new local prices:

LEAD AND ZINC GOODS—

Lead pipe, list per lb.	0 14
Lead Waste, pipe, list, per lb.	0 15
Do., over 8 in., list per lb.	0 16
Lead pipe is subjected to a discount of	**10%**
Lead traps and bends	15%
Lead sheets 4 to 6 lbs. sq. ft. in rolls, lb	0 09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 31
Do., strictly, lb.	0 25
Do., wiping, lb.	0 23½
Do., guaranteed, lb.	0 26½
Do., commercial, lb.	0 23½
Zinc sheets, per lb. 0 11	0 12

LEVELING UP PROCESS IN BOILER TUBE PRICE

Toronto.

Some slight revisions have been made in prices on a few sizes of boiler tubes, the changes being of an upward nature. While no general advance is being made, it is described as simply a leveling up in quotations at the present time. In the face of increases recently announced on other domestic markets, it is pointed out that local conditions govern the prevailing levels. However, distributors also state that some further advances on lapweld tubes are looked for in the near future, according to the strength of current primary markets and the cost of materials. One factor of note is the prevalence of slightly lower prices outside of Toronto, which situation is receiving attention at this time. Following are current average quotations:

BOILER TUBES—

Size	Seamless.	Lapweld
¾ inch	$19 00	$.....
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	24 00	.....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	.....
2½ inch	27 00	23 00
3 inch	34 00	28 00
3¼ inch	36 00	33 00
3½ inch	38 00	33 00
4 inch	55 00	40 00

PIPE FITTINGS ON STEADY PRICE BASIS

Toronto.

There is still a fair amount of trading in pipe fittings in evidence, a marked degree of finishing work on new buildings calling for a good supply of these products. Prices have generally remained unchanged, and while a tendency in an upward direction was recently noted, this has now subsided to a steadier basis. The fine weather experienced this fall has enabled construction work to continue longer than has been the case in other seasons, and a fair volume of activity in pipe fittings and kindred lines is generally expected during the ensuing weeks, as interior finishing will then be the rule. Following are prevailing discounts:

PIPE FITTINGS—

Cast iron fittings	27%
Plus, cast iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flaged unions	27%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922.
Discounts: Class A, less 60 per cent.
Discounts: Class B, less 70 per cent.
Discounts: Class C, less 70 per cent.

SEASONAL ACTIVITY NOTED IN RANGE BOILERS

Toronto.

Increased activity in range boilers is now recorded, general reports of an improved movement in these goods being noted. This condition is attributed to the many new buildings requiring range boilers, while renewal work at this season of the year is demanding attention. Manufacturers describe the undertone to the market as firm, the recent revision in discounts having contributed towards this tendency, combined with the current seasonal demand. Quotations remain unchanged, as follows:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent; Extra heavy, 35 per cent.

TRADE IN CORRUGATED OF FAIR PROPORTIONS

Toronto.

While a fair amount of activity in corrugated sheets is generally recorded, the undertone is also slightly easier during recent weeks. This condition has developed since the heavier volume of trade has somewhat subsided and supplies of the flat galvanized sheets are also available. In discussing the reports of price shading on the lighter gauges of corrugated, one manufacturer remarked to Hardware and Metal that while there has been a slight tendency in this direction, it was considered that no general movement of this nature was under way, it being pointed out that while galvanized sheets recently were reduced in price, yet when these same products were previously advanced, quotations on corrugated remain unchanged at that time. The unusual volume of building activity at this time of the year has assisted in maintaining a fair trade in these products. Current price levels follow:

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

LOOK FOR BETTERMENT IN SCRAP MARKETS

Toronto.

In this week's waste material markets, copper scrap is stronger with an upward tendency but no large purchases have been made. It is the general opinion in the trade that the surplus scrap of this metal has now been pretty well absorbed and that prices may, therefore, be higher in the near future. The recent weakness displayed by copper was not reflected in this market. Red brass also is firmer and shows a decidedly upward turn. Yellow brass scrap is still plentiful and the market remains just about level.

In consequence of the decline in pig

iron prices, cast iron is easier and more plentiful than has been the case for some time. Heavy melting steel has also advanced in price but the consuming mills are still holding off. Higher prices are confidently anticipated in many domestic centres.

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)	13 00	13 50
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Railroad malleable	13 00	14 00
Net tons—		
No. 1 cast	20 00	21 00
Stove plate	16 00	17 00
Grate bars	12 00	13 00
Standard car wheels	15 00	16 00
Scrap Metals		
Heavy copper wire	11 00	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 50
Heavy yellow brass	5 50	6 50
Heavy Lead	5 25	5 75
Tea Lead	3 25	3 75
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	2 25
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

TIN AGAIN ADVANCES ON SPECULATIVE MARKET

Toronto.

There remains an undercurrent of strength in most ingot metals with the exception of copper. In comparison with pre-war levels, lead and spelter show a distinct advantage, but copper has failed to enjoy the support of factors leading in this direction. The chief reason for this is the fact that Germany as a customer for copper has failed. Tin again features the current markets owing to advances of a speculative nature at London.

COPPER.—The suggestion of more strength in copper is found in the fact that the recent decline has been checked. The enforced absence of Germany as a leading copper consumer owing to the exchange situation, still remains the keynote to permanent recovery in this metal. At the present time, there has developed a slightly better tone in outside markets following a little improvement in demand. Domestic trading remains quiet and prices are unchanged from the level of 17½ cents.

TIN.—Tin continues to supply the feature on the non-ferrous group, new high records having been established at London on a speculative advancing market. This trend is reflected in the local quotation rising another cent, which change brings current prices to 42 cents. The high figures have resulted in trading falling off somewhat.

LEAD.—This market remains strong but more settled in tone. Domestic business is a little quieter, although the basis is firm and unchanged. In primary centres there is reported to be quite a shortage of this metal, but the market is steadier with prices firm. The local level remains at $7.50.

SPELTER.—The domestic demand for spelter is quiet, this development being chiefly attributed to the higher prices prevailing. Outside markets, however, continue high and the general tone continues firm. Local prices remain at the advanced level of $9.00 recorded last week.

London, Ont.

LONDON, November 9.—Business in the city of London and also in the surrounding country is reported as good. Fall lines are in active demand and the stores, although not rushed, are enjoying a steady volume of trade. Prices continue firm with further advances quoted on linseed oil, leather soles and cotton wrapping twine. Screen wire cloth booking price for 1923 is lower.

TONE IN TURPENTINE MARKET REMAINS FIRM

London, Ont.

There has been no change this week in turpentine prices, the undertone remaining firm and a fair movement prevailing.

TURPENTINE—

	Imperial Gallon
1 bbl. lots	2 35
2 to 4 barrel lots	2 34
5 gal. lots	2 50

LINSEED OIL PRICES CLIMB UP SEVERAL CENTS

London, Ont.

Linseed oil prices are again higher this week on the local market, this tendency being attributed to the current flax seed movement. The revised quotations follow:

LINSEED OIL—

	Raw	Boiled
1 to 2 barrels	1 17	1 20
3 to 5 barrels	1 16	1 19
6 to 9 barrels	1 14	1 17

Less barrels, add 15c gallon.

NEW QUOTATIONS ON SCREEN WIRE CLOTH

London, Ont.

Screen wire cloth prices for the season of 1923 show a slight reduction from former levels. The new base quotations follow:

SCREEN WIRE CLOTH—

Black, 12 mesh, $2.65 per 100 square feet.
Galvanized, 14 mesh, $3.75 per 100 square feet.
Bronze, 14 mesh, $9.50 per 100 square feet.
There is the usual additional five cents for 50 ft. rolls.

GOOD SALE CONTINUES FOR ELECTRIC HEATERS

London, Ont.

Both wholesale and retail merchants report that a good sale continues in electric heaters. Prices on these lines are steady and unchanged at the following levels:

ELECTRIC HEATERS—

	Each
Hot Blast, No. 20	3 76
Equator, No. A 7	6 45
Do., No. A 17	5 25
Majestic, No. 7	7 50
Do., No. 8	11 00

LEATHER SOLES AND HEELS ARE HIGHER IN PRICE

London, Ont.

New price lists are now issued on leather soles and heels. Many sizes and qualities of both tap soles and top lifts are from five to ten per cent. higher in price, while certain lines remain unchanged. Following are new net quotations on some well-known numbers:

LEATHER SOLES—

	Doz. Pr.
No. 43½, Misses assorted	1 40
No. 37½, Ladies assorted	1 85
No. 31½, Boys, assorted	2 20
No. 123, Mens assorted	3 10
No. 122, Mens assorted	3 40
No. 121, Mens assorted	3 80

For men's all size, 11 in. place of assorted, add 10 per cent.

ANOTHER ADVANCE IN COTTON TWINE PRICES

London, Ont.

Another advance of approximately five per cent. has been made this week in prices on cotton wrapping twines. The new quotations given locally are as follows:

COTTON WRAPPING TWINE—

3 ply in Balls, 59c. lb.
3 ply in cones, 56c. lb.
4 ply, in Balls, 63c. lb.
4 ply in Cones, 60c. lb.

SPRING BOOKING PRICES ON REFRIGERATORS LOWER

London, Ont.

New list prices issued this week on refrigerators for the 1923 spring season are approximately five per cent. lower than formerly. The revised quotations on the Sanderson-Harold make are as follows: Household refrigerators, new list less discount of 40 per cent.; other styles for butchers and stores, new list less 35 per cent.

REDUCED PRICES ON COMMON FENCE PLIERS

London, Ont.

New lower prices are now in effect on common fence pliers. Revised quotations follow: Williams 8 inch, $6.00 per doz.; 10 inch, $7.20 per doz.

ADVANCE IN WROUGHT PIPE

London, Ont.

A new higher list is now in effect on wrought piping. This advance has been outlined in former issues of Hardware and Metal. The revised quotations are contained on the current price pages.

SNOW SHOVEL ORDERS NOW BEING SHIPPED

London, Ont.

Booked orders for snow shovels are now being shipped. Following are prevailing prices:

SNOW SHOVELS—

L. H. Prince or No. 20 Doz.	5 50
D. H. Prince or No. 20	6 75
D. H. King or No. 40	7 50
D. H. Mouse, or No. 50	9 35
D. H. Furnace Scoops	5 75
L. H. Furnace Scoops	5 75

FAIR BOOKING ORDERS FOR ICE SKATES

London, Ont.

Booking orders for ice skates are reported to be in fair volume. Quotations on the Starr make remain at list less 30 per cent.

Winnipeg, Man.

WINNIPEG, November 9.—A better tone is being shown in the demand for seasonable lines of hardware. Wholesalers report that collections are showing a slight improvement. Weather conditions have been adverse to good business as farmers are still working the land, getting ready for next year's crop. With the approach of cold weather an improvement is expected. There are few price changes recorded this week. Manilla and sisal rope prices show a slight decline. Clay and rock picks are at lower levels. New price levels are in effect on bar iron. Steel fry pans have been slightly advanced.

MANILLA AND SISAL ROPE SHOW DECLINE

Winnipeg.

There has been a slight decline in the price of British, pure manilla and Sisal rope. Revised levels are quoted at 17½c for sisal, 18½ for British manilla and 21c for pure.

LOWER PRICES ON CLAY AND ROCK PICKS

Winnipeg.

Lower prices are quoted on both clay and rock picks. Five to six pounds are quoted at $7.75. Six to seven pounds $8.50 and seven to eight pounds at $9.

SLIGHT DECLINE IN PRICES ON RULES

Winnipeg.

There has been a slight decline in the price of two foot and three foot combination rules. Following are the new quotations:

TWO FOOT RULES—

No. 1375, $4.00; No. 1377, $4.80; No. 1192, $7.00; No. 1101, $8.00; No. 1167, $6.55; No. 1106 $8.45; No. 1118, $4.60; No. 1122, $22.45.

COMBINATION RULES—

No. 1190, $17.35; 3 ft., 1375, $4.95; 1112, $12.00; 1115, $16.00; 1118, $14.10; 1167, $8.00; 1169, $3.50.

PRICES ON BAR IRON AT HIGHER LEVELS

Winnipeg.

There has been a revision in prices on bar iron. To-day's quotations are as follows:

BAR IRON—

	Base
Small Rounds, 3/16, ¼, and 5/16"	5 40
Rounds and Squares ⅜ to 2 and flats up to and including 1 x 4"	4 35
Rounds and Squares—over 2" up to and including 2 ¾" and flats over 1 x 4 up to 6" wide	4 80
Rounds and Squares—over 2¾" and flats over 1 x 4 up to 6" wide	4 80
Rounds and Squares—over 2 ¾", up to and including 6"	5 10
Sleigh Shoe Steel	5 60
Bands	4 85

FAIR DEMAND NOTED FOR HORSE RASPS

Winnipeg.

There is a fair inquiry for all lines of horse rasps. Hellers are quoted at list price less 65 per cent. and garry rasps are quoted at list prices less 70 per cent.

GOOD INQUIRY FOR FINISHING NAILS

Winnipeg.

There is a good inquiry for finishing nails put up in one pound papers.

FINISHING NAILS—(In one lb. papers.)

½, $0.33; ⅝, $0.26; ¾, $0.21; ⅞, $0.19; 1, $0.17; 1¼, $0.16; 1½, $0.14; 1¾, $0.13; 2, 0.13.

FIRM TONE REMAINS IN TURPENTINE MARKETS

Winnipeg.

There is a strong tone to the turpentine market. Quotations of $2.25 per gallon locally show no change.

PRICES ON LINSEED OIL RULING STEADY

Winnipeg.

There is practically no change in the linseed oil situation. There is a good demand for small quantities with raw quoted at $1.25 per gallon and boiled at $1.28.

ORDERS FOR SLEIGHS AND TOBOGGANS ARRIVING

Winnipeg.

Wholesalers report that orders for sleighs, snowshoes, toboggans and other winter lines are arriving freely. Sleighs are quoted as follows:

SLEIGHS—

No. 1, $5.25; No. 2, $5.40; No. 4, $8.00; No. 7, $18.00.

SNOWSHOES—

No. 130, $1.60; No. 140, $2.00; No. 145, $4.15.

TOBOGGANS—

No. 3, $2.20; No. 4, $2.85; No. 5, $3.35; No. 7, $4.60; No .8, $5.10.

ACME STEEL FRY PANS ADVANCED IN PRICE

Winnipeg.

There has been an advance in quotations on Acme steel fry pans and the following quotations are now in effect:

FRY PANS—

No. 00, $1.20; No. 0, $1.99; No. 1, $2.30; No. 2, $2.56; No. 3, $3.07; No. 4, $3.32; No. 5, $3.94; No. 6, $4.86; No. 7, 6.14.

Calgary, Alta.

Arrival of Cold Weather Stimulates Seasonal Hardware Trade in Alberta

CALGARY, November 9.—A week of regular fall weather has made trade noticeably brisker in the retail hardware stores. Coal, gas and oil heaters are moving out well, and glass, putty, strip, and the numerous other lines necessary to winter comfort, are responding to a brisk demand. Retailers report cash sales better than for some time, and a corresponding improvement in collections. Reports from the smaller towns throughout the province indicate the same general tendency, and travellers' orders are better in assortment and in volume. A good sorting business can be expected on seasonable lines as the bookings for fall goods were light, with a dependence placed on jobbers' stocks to fill demands over the season.

Jobbers have distributed a nice volume of ice skates and hockey sticks, and this line looks promising. Besides the professional league, and the senior, junior and commercial leagues, there are school leagues, which include a number of teams, and probably use more supplies than the other leagues combined. Sporting goods departments are now finding the modern boy nearly as good a customer as the man.

The past year has witnessed quite a development in the use of electricity for cooking purposes. The city has made an attractive rate for power used for this purpose. The result has been a good many installations and present indications are that the sale of electric cooking ranges in particular, and other appliances in general, will be largely increased in the next twelve months. Hardware men are keeping a watchful eye on this development; the outcome of which may make necessary many drastic changes in the stove departments of the city stores.

Jobbers are now booking harvest tools for 1923 delivery at same discounts prevailing during 1922. The fact that prices have been issued would indicate the likelihood of a steady market on this line until well into 1923 at least. Current prices at Calgary, Edmonton and Lethbridge are 57½ per cent. off, and on private brands 55 per cent. off.

New prices are also issued on black wire cloth for spring delivery representing a decline of 25 cents per 100 feet. The past season was an active one on this line and with stocks clean, bookings should be heavier than of late. Prices now in effect at Calgary, Edmonton and Lethbridge are, for 12 mesh 3.00, and for 14 mesh 3.95 per 100 feet.

A substantial reduction is noted on clay and rock picks, to a level about 1.25 per dozen lower than prices of last week. Under present manufacturing conditions the reduction seems quite a marked one and will likely result in good sized orders being placed by jobbers for next spring business. Prices now quoted at Calgary, Edmonton and Lethbridge for both clay and rock picks are as follows: 5-6—8.55; 6-7—9.40; 7-8—10.00 per dozen.

New net prices are issued on Acme fry pans, representing a decline, with following prices current: No. 00—1.32; 0-2—2.15; 1—2.48; 2—2.75; 3—3.30; 4—3.57; 5—4.23; 6—5.22; 7—6.60 per doz.

The beginning of the radiator core

season is ushered in with a marked reduction on McKinnon cores for Ford cars. All other models remain the same as before; namely: 30 per cent. off for less than six, and 35 per cent. off for six or over. The Ford models are now as follows: type B 1916—10.08; 1917—12.09; type A 1916—11.04; 1917—12.90; less 10 per cent. in lots of six and over.

The week's records show a see-saw movement on cordage, all cotton lines being advanced, while sisal, British and pure manilla are lower. Cotton rope, 3/16 is now 58 cents, and ¼ in. and up is 56 cents per lb. Sash cord in hanks, No. 6—66; No. 7—65; No. 8 and 9—64. Sash cord in coils, No. 8, 10 and 12—64 cents per lb. Cotton clothes lines, 48—3.65; 60—4.60 per dozen. Cotton twine in balls, 3-ply—58; 4-ply—62; in cones, 3-ply—64; 4-ply—58 cents per lb. Cotton candle wick, 65 cents per lb. The decline on rope runs from 1 to 2 cents per pound, with following prices ruling at Calgary, Edmonton and Lethbridge: sisal, 18 base; British manilla, 19½ base; and pure manilla, 22 base.

A further advance on turpentine of ten cents per gallon touches a new high level and reflects the stiff tendency at producing centres. Present quotations at Calgary, Edmonton and Lethbridge are 2.45 in barrel lots and 2.55 for less than barrels.

Advice has been received of a further advance in wrought iron pipe affecting standard black pipe in sizes 1 to 4 inch only. This advance will in all probability be made effective out of local stocks early in the week.

Some adjustments in a downward direction are noted covering some lines of winter sporting goods, and include sleighs, baby cutters, toboggans, snow shoes and curling stones. Early winter sporting goods orders show evidence of a wider display than usual, but for very moderate quantities, and give promise of sorting activity as the season advances.

Vancouver, B. C.

October Best Month in Year Among B.C. Coast Wholesale Hardware Firms

VANCOUVER, November 9.—Wholesale distributors on the coast are almost a unit in declaring October one of the best months of the year from a standpoint of sales. Some say it was better than last year and much better than the preceding month. Further, with one exception—the fruit district—they say that the improvement is proportionately distributed over all sections of the province. An idea of the condition in the Okanagan may be gained from the fact that one grower in the Vernon district stated that for 1,000 boxes of McIntosh Red No. 1 apples, he would not receive more than $200 or less than 25 cents per forty pound box—much less than the cost of production. Collections are reported gradually improving.

In the electrical end of the trade, the feature of the last fortnight has been the display carried on in the electrical house on Shaughnessy Heights, when during a period of sixteen days nearly 22,000 people visited the home and inspected the many novelties in electrical devices. Already much benefit has accrued, the dealers say.

With a drop in the temperature during the last few days, there has been an increased demand for heaters and furnaces and retailers are making the most of the cooler weather to the extent of taking increased advertising space. To induce the sale of ranges, special inducements are being offered to householders. One firm, for instance, is selling ranges, set up, at ten dollars down and a similar payment monthly. Again, ranges are on offer at two dollars a week, while still another is accepting a dollar a week for a malleable range. In another instance a certain steel range is fixed for one day only at a uniform price of $69.75, one of the leading retailers having brought in a carload.

Two weeks ago, some dissatisfaction was heard in the Okanagan over an insufficient supply of cans for the season's preserving. A can manufacturer has pointed out that the fault lay not in Vancouver but with the buyers. Early this season orders were taken, he said, from the various canning companies for the year's requirements which were filled as per contract. Later it was found that the crop was so large as to necessitate more containers in the Okanagan.

Arrangements are already in progress with regard to the Christmas demand for chinaware and toys. One of these houses got the jump on the rest this week when it announced that on Saturday Santa Claus would make his first appearance at the store and that gifts of candy would be given each child who was present.

Changes in price have been negligible this week but retail departments, in some instances, have started their drives to make the most of the end of the year trade.

Following are some of the specials announced by various stores:

Garbage cans, $2.69; electric irons, 4.89; corn brooms, .98; aluminum double boilers, 1.75; nickel plated tea kettles, 2.39; galvanized wash-tubs, 1.19; wringers, 9.00; water power washing machines, 25.00; self-basting steel roasters, 2.00; razor blades, .75; turbine egg beaters, .40.

In builders' hardware special inducements are also on the list. For instance one standard set is placed at $15.60 a dozen, heavy bevel sets at $11.40 and inside sets (brass and copper finish) at $10; sash weights at four cents a pound and sash cord at one cent per foot; galvanized sheet iron at $1.65 per sheet for the 30 x 96 and $1.80 for the 36 x 96 size.

St. John, N. B.

Prospects for Busy Winter Season at St. John With Better Hardware Trade

ST. JOHN, N. B., November 9.—W. B. Snowball, of Chatham, N. B., a lumberman of this province, was in St. John last week, and stated that when the shipping season closed this fall, on the north shore, much of the old stock of lumber and a large percentage of this year's cut would be gone. He said that the lumber situation was better. Numerous steamers had taken cargoes from Miramichi and other shore ports, and three more vessels are now on the way to the river to load cargoes. Mr. Snowball stated that the Fraser Companies Ltd., would log quite extensively, mainly on areas of the New Brunswick Land Co. In the extreme northern counties, woodsmen were reported to be in strong demand, many men having gone over the Quebec border to cut lumber for the winter.

J. W. Corey, a Tobique lumberman, stated that in his opinion, New Brunswick will again pay her debts with spruce logs, it being quite evident that the money will not come from the products of the soil. This is the way he summed up the general business situation along the Upper St. John river.

The advent of November marks the near approach of the winterport season of St. John. An analysis of the advance prospects for the coming year indicates that St. John should enjoy a much better season than it has had since the termination of the war. Already nearly all last year's services have been announced by the steamship companies for the coming year, while additional routes also will be inaugurated from this port. Vast quantities of grain are expected to pass through here during the winter, while other freight cargoes also are expected to be good. The local shipping offices anticipate that the coming season will be a banner one. Already the loading of a consignment of about 1,000,000 bushels of grain is underway at Fort William, en route to St. John, and the first shipments are expected this week. Approximately thirty car loads a day will arrive until this consignment has been stored in the C. P. R. elevators

(Continued on page 52)



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If Interested tear out this page and place with letters to be answered

PROSPECTS FOR BUSY WINTER SEASON

(Continued from page 50)

in West St. John. The C. N. R. has about 500,000 bushels booked to arrive here during this month. The Furnace Line have added a new service, and are operating a line of steamships from St. John direct to Hull, England.

Building permits in St. John, covering construction estimated at $135,000 were issued by the building inspector during the month of October, as compared with $134,000 for the same month last year. The total to date for 1922 is $650,000, which is an increase of $11.000 for the total up to October 31, 1922. Twenty-nine repair permits were issued last month. The revenues from the harbor department up to the present are about $15,000 in excess of the amount received in the same period last year. During the month of October the receipts were nearly double those of October, 1921. For the month closing, $7,000 was taken in in wharfage charges. Last October they amounted to only $3,700.

Major E. A. Belcher, Colonel A. Christie and F. W. Bates, members of the British Empire Exhibition commission, spent considerable time in inspecting some of the St. John industries. One of the factories visited was that of T. S. Simms & Co. Ltd. Preparations are being made on Grand Manan for the opening of the lobster fishing season on November 15. With the opening of the lobster fishing season, the clam canning industry will get under way, so that many of the smaller boats now idle owing to the closing down of the sardine plants, will be active until nearly spring.

Angus McLean, president of the Bathurst Co. Ltd., has announced that the paper mill to be built at Bathurst, N. B., will cost $2,000,000 and will employ, when in operation, between 2,500 and 3,000 men.

Receipts from license fees under the Motor Vehicle Act in New Brunswick during the fiscal year which closed on October 31, amounted to $302,200. This is the largest in the history of the province. There are some sixteen thousand automobiles and trucks registered in the province this year.

On December the first the rule will be changed in New Brunswick, and will be "Turn to the Right." A large amount of advertising is being done by the department to this effect, and every New Brunswick publication from now on will contain this announcement.

Business is steadily picking up as the winter season approaches, according to the statements of several St. John hardware merchants, and with the prospects of a busy winterport season, the outlook is bright. It has been found that business in household hardware is always a good deal more active when the port is busy. More than two thousand men find employment on the docks, at good pay, greatly increasing the purchasing power of the citizens.

Hamilton, Ont.

Pre-Holiday Retail Buying Now in General Swing: Active Winter Lines

HAMILTON, November 9. — Pre-holiday retail buying is commencing in general. Particular interest is shown in such lines as electrical household appliances, glass ovenware, cutlery, sporting goods, toys, chinaware and tools. Prices are firm and the general price tendency in the hardware market is mainly upward. Where current price adjustments are on a lower basis, this trend is mainly attributed to economies which have been effected at the sources of production rather than a lessening in material costs. Stoves and furnaces, auto accessories and hunting equipment are in good demand. Collections in some districts are easier, but are generally not as good as had been expected because of the scale of prices that prevails for farm crops, the fact that in many cases disposition of crops has still to be made, while fair weather conditions have held the interest of the farmer on the land.

The movement of furnaces has been especially active during the past few weeks, and in certain quarters it is noted that a shortage now exists in some sizes. One manufacturer stated to Hardware and Metal that the movement had been exceptionally brisk for several weeks past, with no signs of the demand letting up. Already a shortage was evident, as furnaces were being shipped out to meet prevailing requirements just as fast as they were received from the foundry.

Electric ranges are also selling as fast as ever, while gas stoves and coal and wood ranges are also experiencing an unusual volume of seasonal trade. The viewpoint is expressed that these products remain the centre of attraction for several weeks with the trend of prices undoubtedly very firm.

Steel distributors report that the month of October has made a good showing in local trade, when compared with the records of the past two years. Any slowing up now apparent in certain seasonal work is not viewed with any sense of alarm, as it is pointed out that this development is more or less expected at this period of the year. In many lines, however, an average trade is looked for during the winter months, although business is on a relatively moderate scale due to the lack of construction activities. No changes have occured in existing price levels, the market remaining steady in both primary and domestic circles.

Pittsburg, U. S. A.

Production of Steel Moving Forward Under More Favorable Operating Conditions

PITTSBURG, November 9.—Operations of the steel industry continue at between 70 and 75 per cent. of capacity, the rate being probably close to 70 per cent., although some observers put it at fully 75 per cent.

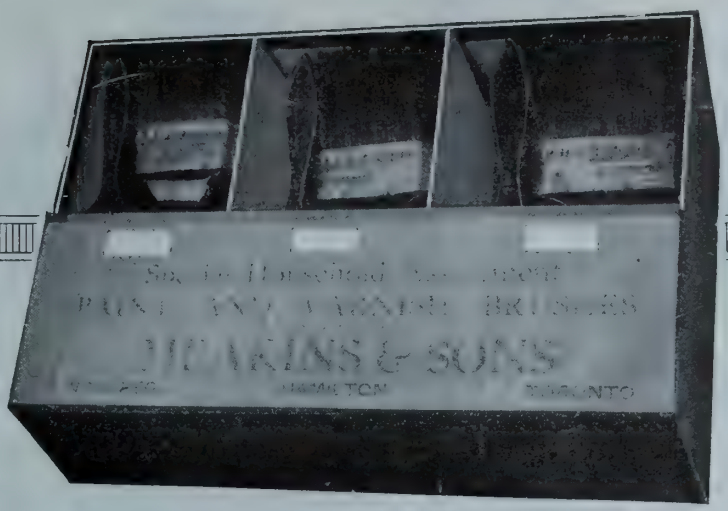
Supplies of open-top cars continue at the better rate inaugurated about three weeks ago, and are fully equal to moving the current output of materials requiring such cars, while additional inroads have been made upon piles of materials previously accumulated, so that there is not much left of such material. A fresh box car scarcity, however, seems to be developing, as a result of box cars being ordered to move west to help in grain movement.

The finished steel markets, as a whole, are very dull in point of turnover in the open market. The heaviest movement is in sheets, but sheet purchases have been below the rate of production for a couple of months and lately have been considerably below. In merchant steel pipe, there is a very strong demand, but this does not involve very much new buying as there is a large amount of business on books, and buyers are pressing mills for heavier deliveries against these old orders. A little of the tonnage dates prior to the price advance in August, from 71 to 68 per cent. basing discount. Relatively little business has been done on the further advanced price, 66 per cent, basing discount, in effect since October 19.

Dullness in Some Lines

Bars, shapes and plates are particularly dull. Delivery premiums on these products have now practically disappeared, having been diminishing for more than a month. Several independent mills are now able to make quite early deliveries, although they have some orders on books calling for deliveries strung out to the end of the year.

Tin plate is seasonably dull and is particularly dull on account of price uncertainty. Independent mills have been claiming that there should be an advance from the $4.75 price to $5.25, but buyers are unwilling to contract at an advance when the Steel Corporation has not committed itself. The corporation is likely this week to make a price announcement, and open its books for first half in the case of manufacturing consumers and first quarter in the case of jobbers.



Displays and Selling Helps

We believe firmly in the old adage that—"goods well displayed are half sold."

So we have prepared for you—the dealer—attractive cards and cartons on which Meakins' Brushes are displayed. These displays are money-getters.

Your jobber can supply you with the complete Meakins line and all the dealer helps that go with it.

Write for the 1923 Catalogue.



Order Through Your Jobber

Meakins & Sons

Limited

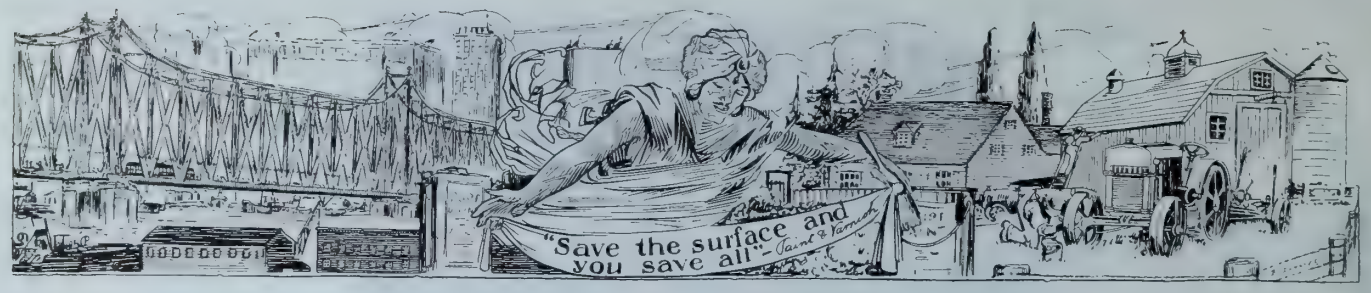
HAMILTON - ONTARIO



Warehouses

Montreal Toronto London Winnipeg Calgary Vancouver
Liverpool, England

If interested tear out this page and place with letters to be answered



Farmer John Now Has Time to Paint

"Save the Surface" on the Farm Buildings and Implements Before the Cold Weather—Urging Establishment of Reserve Supply for Use at Odd Times in Indoor Months—Pushing Specialty Lines for Household Use in Winter Season



NOW is the time when the farmer has most time in which to replenish his paint stock and to do what protective painting is necessary on the farm buildings, implements, etc., before the winter comes. Throughout the year many hardware merchants have done much to show farmers the value of "Save the Surface" and now is the time when constructive suggestions linked up with this campaign may be all that is required to put across the idea in a substantially profitable manner. Barn paint, linseed oil and many specialty lines should be suggested to farmers at every opportunity right now and if prospects do not come to the store it may be found profitable to call them up on the telephone and suggest an order which will be adequate for the farmer to do what painting is necessary now and for having a supply handy during the indoor months for interior work. Some merchants by calling up farmer prospects throughout the district and making this suggestion have secured enough business to warrant keeping the delivery truck employed on regular trips for a while.

The mailing list should also be worked vigorously in both town and country at present because it is a fact that at the change of the seasons people are more susceptible to suggestions. Concentration might be made on varnish stains, floor finishes, radiator enamel and screen paints or small cans of house paint for storm sash. These lines have a specific purpose and should be displayed as such in the windows, not merely shown as a group of paint cans. Show a sample screen half painted before being put away for the winter and have a definite message pointing out that not only will this save time in the spring but it will result in more years of service for the screens because of their being protected against rusting.

Painting the Storm Sash

A storm sash might also be shown. Perhaps the house has been painted this year and the storm sash overlooked because they were off. The appearance of the house for the winter will not be what it should unless the storm sash are painted too. A piece of wall board can similarly be used to show the effect of using wall paint, gold paint for picture frames, linoleum varnish, aluminum paint, radiator enamel, etc.

Various household paints are much in demand at this time of year as much interior re-decoration is being done. The housewife is cleaning out the pantry shelves, fruit cupboards, etc., and paint can be sold for these. Perhaps she will be undertaking the refinishing of some pieces of household furniture and if so she will be a steady customer for paint, varnish stains, etc. Quite a number of housewives are buying ordinary kitchen chairs and oddly constructed tables and painting them up as breakfast room sets. One hardwareman has sold a great deal of paint for this purpose by suggesting that such a set can be made up very easily and at little expense whereas a set purchased in the furniture store runs to considerable money. There is still good weather for the big volume business for exterior painting but it is well to make preparations for a series of window displays and advertisements concentrating on certain specialty lines for interior work so as to keep the cash register busy during the indoor months. It pays to give close attention to satisfactory work on these small specialty orders because that customer may be the buyer of paint in large quantities next year for exterior painting.

Specialties to be Featured

A number of such lines which might receive special attention are outlined as follows: Spar varnish should come in for wide use now for refinishing front doors; the porch floor has probably been much scraped during the summer months and should receive a protecting coat of paint against the dampness of fall and next spring when the snow begins to melt. Insufficiently protected roofs may give trouble with leaking before next summer unless given a coat of roof paint. With the indoor months, young people's parties, dances, etc., the floors come in for much harder treatment and should be given attention at this time. How about black enamel for stove pipes, grate fronts and irons? Aluminum is the best finish for cast iron pipes exposed.

There are many such specialty lines in the store which should be singled out for special treatment, based on an extensive investigation of the uses for them. Sometimes some good pointers can be secured from customers as to the use to which they have put some lines.

In planning such arrangements the merchant should ask himself what the people who are in the market for these lines want to know about them. The legitimate answer is "What the goods will do for them." With this in mind displays should be arranged to show strongest comparison and emphasizing the small cost and small expenditure of time to achieve the result. This plan followed out with paint specialties has pulled especially good results for one hardware firm the writer has in mind.

Show What People Want to Know

Recently a window featured stove pipe enamel, auto enamel and radiator paint. Did they display a lithographed feature sent out by the manufacturer, a few color cards and

(Continued on Page 56)



"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

RAMSAY'S AGATE FLOOR VARNISH

Here is a floor varnish that will increase the profits of your Paint Department.—It is very popular and has created an enviable reputation for itself on account of being a waterproof, tough, elastic and easy flowing floor varnish and the best procurable for the purpose. Inquire about our Agency Proposition—it means greater turnover and naturally increased profits.

—Write us for full particulars.

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors:

EDMONTON DISTRICT
Revillon Wholesale, Limited,
Edmonton, Alta.

CALGARY DISTRICT
The McDonald-Baker Co.,
818 8th Ave., Calgary, Alta.

REGINA DISTRICT
Wood, Vallance, Limited,
Regina, Sask.

NOVA SCOTIA
James Simmonds, Limited,
Halifax, N.S.

If Interested tear out this page and place with letters to be answered

FARMER JOHN NOW HAS TIME TO PAINT

(Continued from Page 54)

some cans which might be said comprise the average paint window trim? They did not! They showed what the people were most interested in—how these specialties would transform the appearance of the things on which they were used.

In the left-hand side of their large window was an old stove with pipe. Half of the stove and pipe was rusty and the other half refinished with the stove pipe enamel offering a strong contrast that spoke louder than words.

The center of the window contained a radiator partly rusty and partly refinished. The refinished part was done in both gold and aluminum so that there wasn't a question in the mind of the potential or prospective customer as to what could be expected if these paints were used on his own radiators.

Two auto fenders were in the other side of the window. One was quite badly worn and the other newly finished with the auto enamel. It was easy to see that they were brothers, but one surely looked like a step child compared with the other.

Along with each of the displays was a neatly-lettered card telling in a modest way the virtues of the particular product which had been used.

This window had no great kick nor did it make a big splurge. However, it did what windows are supposed to do. It sold goods because it contained a real selling idea which stood out from all other ideas. It told the people just what they might expect if they used the products displayed.

Trims such as this often help out a merchant in dull times or off seasons.

CANADA PAINT CO. SALESMEN IN CONVENTION AT WINNIPEG

The Canada Paint Co. Ltd. held a salesmen's convention of their Western representatives at Winnipeg for four days. The general feeling was of confidence that the year approaching would be a good one, and plans have been laid to take care of the large trade now existing in the West. W. C. Boyd, sales manager, and salesmen are looking forward to a record business this year. Business has been increasing for the past two months and the future is looked forward to with confidence. The members were pleased with the co-operation that the trade in the West has given them as they realize that a paint and varnish department is a most profitable one if looked after properly and a bigger opportunity presents itself for still larger sales of prepared paints and varnishes. Following representatives were present:

W. C. Boyd, Winnipeg, Man.; D. E. Fawcett, Brandon, Man.; J. Sexton, Saskatoon, Sask.; F. M. Watt, Regina, Sask.; R. N. Ray, Calgary, Alta.; J. A. Manseau, Edmonton, Alta.; T. W. Doyle, Winnipeg, Man.; H. W. Bell, Moose Jaw, Sask.; R. W. Humphreys, Winnipeg, Man.



A splendid opportunity exists for the sale of brushes at this time of year. The fag end of fall housecleaning is still being done and interest should be carried over to pre-Christmas cleaning period and to the suggestion of brushes for suitable Christmas gifts. This will be another year of gifts of utility and a set of brushes designed to lighten labor in various household duties would be much appreciated by the housewife. Perhaps they might be grouped in gift boxes or with some such distinctive Christmas marking. This display by A. McCallum of Owen & McCallum Hardware, Vancouver, B.C., shows some novel arrangements of brushes on variously shaped display boards. This would offer a good basis of arrangement of brushes for this time of year and the Christmas decorations may be added a little later.

Sherwin Williams Co. Holds Convention of Western Salesmen at Winnipeg

SHERWIN-WILLIAMS Co. of Canada, Ltd, held a convention of their Western representatives at their Western district headquarters at Winnipeg. W. S. Fallis, Vice-president and Managing Director, together with W. J. Delaney, Advertising Manager, were in attendance. Plans were taken up for the coming year and it was felt that confidence in the West was justified. The company in the past year has made an extension to their building and plant. The Winnipeg plant is fully modern in every respect. Representatives came from all parts of the West as far as the Pacific Coast.

W. S. Fallis stated that judging from the experience of his company there is no room for "calamity howlers." "In times when there is the most stringency you have to fight the hardest for the business you should get. There are too many who lie back and all they do hard is grouse. They complain, instead of going after what is to be had for the finding. We ourselves have had a very good year. This does not apply to any one part of the country more than to another. In fact, as paint is one of the essentials, if material is to be preserved, our good year rather points to a general return to that normal state of trade to which we find we have returned."

The following members of the company were present at the convention:—

H. H. Eager, Western District Manager, Winnipeg; H. H. Eager, Jr, Winnipeg, W. J. Miller, Brandon, J. M Linwood, Manitoba, O. F. Maw, Saskatoon, W. R. Ecclestone, Regina, George Kerr, Moose Jaw, W. J. Wallace. Winnipeg L. Hannay, Calgary, D. Milne, Edmonton, J. H. Hawkins, Vancouver, J. J. Whalen, Vancouver, W. S Berryman, Vancouver, W. A. Paton, Calgary. A. W. Mowl, Winnipeg, J. A. Acheson, Winnipeg, R. Gardiner, Winnipeg, W. A. Dixon, Winnipeg.

At the conclusion of the convention H. H. Eager, the genial Western district manager, was presented with a sterling silver inkwell with the names of every salesman engraved on same.

Mr. Eager made a suitable response thanking the boys for their kind remembrance and assured them of the goodwill existing between the members of the company and the representatives.

Two Staple Lines that hold Wonderful Christmas Possibilities

BOECKH'S HI-GEN-IC HAND BRUSHES AND BOECKH'S SHAVING BRUSHES are two staple lines that hold wonderful Christmas possibilities for you.

They are both among those things that so many people want, yet put off purchasing for themselves and are therefore always much appreciated as gifts. And they are good, lasting, practical.

Why not suggest them to gift seekers?

Boeckh's Hi-Gen-Ic Hand Brush, with its beautiful aluminum back, its strong, pure bristles, is a gift that any man or woman would love to receive.

As for Boeckh's Shaving Brushes! Breathes there a man who never to himself hath said, "Boeckh's —That's the only shaving brush for me!"

Play up Boeckh's Hi-Gen-Ic Hand Brushes and Boeckh's Shaving Brushes this Xmas season. Display them attractively as special Xmas suggestions. You **know** their excellent quality, and you know their practicability. And you know, too, that the most appreciated gifts are the practical ones. Your extra efforts will be well rewarded.

Check up your present stock, and let us or your wholesaler know as soon as possible how many extra Boeckh's Hi-Gen-Ic Hand Brushes and Boeckh's Shaving Brushes you need for the Xmas season.

They are put up in attractive individual Packages.



Hi-Gen-Ic Brushes for the Hands, Nails, Scalp and Bath

The* Boeckh Company *Ltd.
Toronto Ontario

Distributors:

MONTREAL:
The H. E. Smith Sales Company,
130 Craig St. West.

WINNIPEG:
J. B. Buckham,
664 Broadway.

VANCOUVER and VICTORIA:
The T. S. Griffiths Company,
1080 Hamilton Street, Vancouver, B.C.



Shaving Brushes

Makers of Everything Good in Brushes Since 1856.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, November 9.—Turpentine again offers the feature of the paint markets when prices are advanced ten cents per gallon locally. This change is announced by most distributors, although some are still withdrawn from the market. From prevailing conditions in the South a strong market tone seems assured for the following weeks. Demand is again reported as unusually brisk for this season with every indication of an active market for the remainder of the year at least. With new receipts only in moderate volume this is considered sufficient to maintain a very firm market position. Linseed oil prices are unchanged, but this market also displays a firm tendency. Local crushers state that difficulty is still experienced in obtaining fresh seed supplies, with congestion not only at the head of the lakes, but felt locally. The rising tendency in the pig lead market still contributes a very strong market for white lead in oil. This is so pronounced at the present time that one local corroder states that the market for the basic metal will be watched with interest during the next week or so and if present levels are maintained, higher prices on the finished product would not be surprising in the near future.

MAY BE ADVANCE IN WHITE LEAD IN OIL

Montreal.

Continued strength in white lead in oil, owing to marked advances in pig lead, again feature this market. There appears to be no let-up in the strength of the basic metal, an advancing market being reported in England, America and locally. An unusual thing is that New York prices are still well above domestic quotations.

In discussing the probable effect upon white lead in oil, one local corroder stated that with lead on its present level, and linseed oil at to-day's prices, higher levels on the finished product were fully warranted. Corroders have already had to advance their prices to distributors and another rise is thought pending. In summing up, much depends on the trend of pig lead during the next week or so. If present prices are held, or higher prices appear, a revision in white lead in oil would not be surprising within the near future, notwithstanding the present quieter season.

TEN CENT ADVANCE IN TURPENTINE PRICES

Montreal.

A further advance of ten cents per gallon is quoted on turpentine by most distributors. This brings the present price to $2.10 in one-barrel lots, although one distributor announces a price of $2.15. In other quarters quotations are withdrawn owing to no available stocks and the present unsettled state in the market. While demand locally is a little quieter than in former weeks, reports from the South state that the trade are buying as freely as at any time during the season. Buying also is again in fairly large quantities, with a marked improvement from export quarters. As has been pointed out in recent reports the future trend of this product will largely depend upon demand, and with conditions, as outlined above, prevailing at primary centres, it would seem that a strong market is likely for some weeks to come. Opinions are now expressed in the South that the present activity will continue for the balance of the year and the peak in prices has not yet been reached. Local average prices are the following:

TURPENTINE—		
1 barrel lots	2 10	2 15
2 to 4 barrel lots per gal.	2 08	2 13
Broken lots	2 20	2 25

MIXED PAINT ALSO HAS FIRMER UNDERTONE

Montreal.

Not only is there a stronger tendency in the market for white lead in oil, but ready mixed paint is also described as much firmer in tone, owing to the rise in basic materials. Manufacturers, however, are not attaching the same interest to these products at the present time as they are to white lead in oil and it is felt that a price development will occur in the latter before any change is announced in paint.

SEED SUPPLIES STILL HARD TO OBTAIN

Montreal.

Linseed oil prices are unchanged, following the advance of last week, but the undertone of the market is still very firm, owing to prevailing conditions in the flaxseed market. As far as the local market is concerned seed is described as firm, and hard to get. Not only is the freight congestion felt at the head of the lakes, but at the local port difficulty is experienced in getting flaxseed from the boats or cars owing to the heavy shipments of other grains. In discussing the situation with local crushers this week, the opinion is unanimous that a stiff market will prevail during the remainder of this month at least. Not only is the transportation question a strong factor, but reports from other outside markets state that seed is in a very strong position.

The English oil market, which is being watched more closely than formerly, is strong with quotations at about the same level as those given by domestic interests, and competition is not yet felt from this source. Following are unchanged prices:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 08	1 10
5 to 8 bbl. lots, per gal.	1 06	1 08

Less quantities, add ten cents per gallon.

Toronto

TORONTO, November 9.—Window glass continues to move freely and putty is also recording a seasonal degree of activity. Paint products, however, are now in a quieter vein upon the approach of the winter period. The strength of pig lead in metal circles has reflected in the tone of white lead in oil and should the upward climb continue, it is considered possible that white lead prices might rise accordingly. No changes are made this week in either linseed oil or turpentine quotations, although a range is still evident in prices quoted by local distributors. Southern producing centres record a slightly easier trend in turpentine, due to consumers holding off on account of the high figures. The market remains upon a firm basis, however, and while fluctuations of this nature are expected, a general recovery is also considered inevitable in future levels in view of supply conditions.

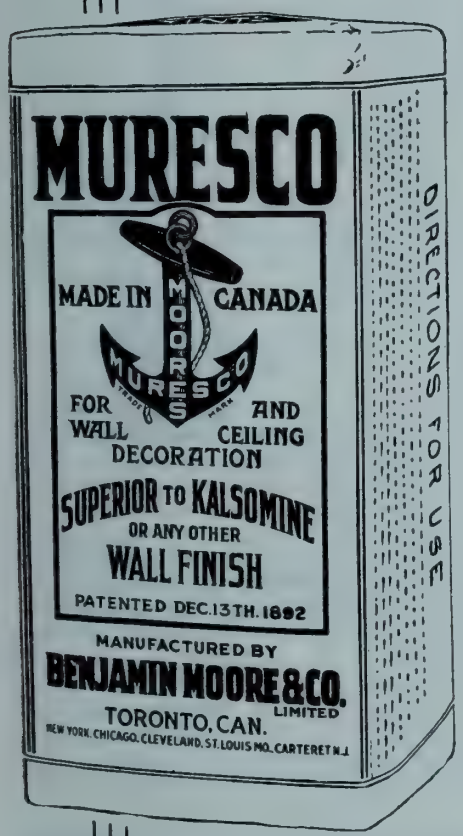
COMPLEX DEVELOPMENTS IN LINSEED MARKETS

Toronto.

The local linseed oil market shows a complex attitude this week. While no price changes are announced, yet some slightly easier levels were more or less considered pending, due to the relatively quiet movement of oil at this time of the year. On the other hand, however, the strength recently apparent in flax seed circles has been maintained and reflected in the oil market. Deliveries of seed have been light and competition for flax remains keen. These factors, combined with the comparatively small stocks on hand, serve to influence the current lin-

(Continued on page 60)

SIGN OF MERIT
BEST B&Co MADE

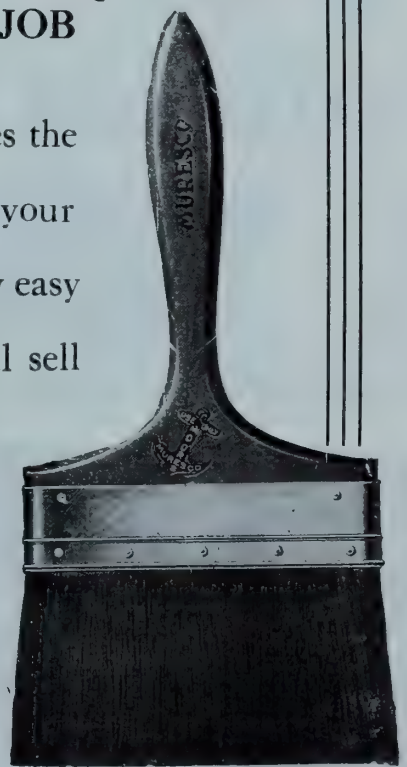


"Muresco"

A BRUSH AND THE WALL

IS ALL THAT IS REQUIRED TO MAKE A PERFECT JOB

Easy to mix, easy to apply,
And after it is done it pleases the eye,
It will not peel or come off on your clothes,
And you'll be astonished how easy it flows.
Put it on the counter, it will sell itself,



You'll never have to keep it long on your shelf.
It's made in White and all the colors too,
It's the best for your customer, and the best for you.

We can supply everything but the wall.

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco
TORONTO. WINNIPEG.

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 58)

seed quotations. There is still a range noted in local levels on oil, the lower price recorded being in the neighborhood of $1.10 for raw, while other distributors maintain the higher level noted last week of $1.17. Future price developments are generally considered somewhat uncertain, although with the removal of transportation difficulties and the arrival of seed in heavier volume, an easier tendency is looked for in some quarters. Following are prevailing quotations;

LINSEED OIL—	Per gallon Raw	Boiled
1 to 2 barrels	1 10—1 17	1 13—1 20
3 to 4 barrels	1 09—1 16	1 12—1 19
6 to 9 barrels	1 07—1 14	1 10—1 17

Less barrels, 15 cents per gallon.

TURPENTINE IN SOUTHERN MARKETS SLIGHTLY EASIER

Toronto.

While southern primary turpentine markets record a slightly easier tone this week, this development is chiefly attributed to lack of buying interest, which it is pointed out is more or less natural because of the sudden rise in prices. That a recovery in this respect, however, is looked for is indicated by the fact that no changes have developed in local quotations. It is also pointed out that offerings in the south are not large, and this condition reflects the firmness of future levels. One distributor expressed the opinion that fluctuations may develop from time to time, but the general undertone is one of strength based upon prevailing supplies in comparison with anticipated volume of requirements during future months. A spread is still noted in prices offered on the local market.

TURPENTINE—		
1 barrel lots	2 25	2 45
2 to 4 barrel lots	2 24	2 34
5 gallon lots	2 40	2 50

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal but freight may be equalized from any of these points.

FOUNDATION ON WHICH TURPENTINE PRICES REST

Toronto.

In discussing current turpentine market conditions and the chief causes of the present high price levels, the latest report from Savannah indicates that between 75 and 80 per cent. of the total crop has now been marketed. The high prices that have prevailed in the past two months have naturally led to the rapid shipment of the spirits turpentine to the primary markets. Normally about 75 per cent. of the production would be in by the end of October. This year it is the general impression in southern circles that an even larger proportion has come to market. This means that the world will have to get along on approximately 20 per cent. of the production, and what small reserves exist at the ports for the next five months —and if the spring is backward, for next April as well. This is the base on which current high prices rest.

FAIR TRADE IN GLASS: PRICES STEADY

Toronto.

Current trade in window glass is described as on a satisfactory plane, with some manufacturers reporting that the total volume of sales are slightly below the records for previous seasons. This condition is mainly attributed to the fact that building activity, although most pronounced in the larger cities, has not been quite so brisk in many country districts. Other reports are more optimistic however, and the feeling is noted that a good movement in window glass for the next week or two is looked for. No changes have been made in quotations, the list and discounts on both imported and domestic glass remaining steady. The markets are described as firm, it being pointed out that foreign centres are stronger, while the stocks on all sides have been tested by the recent seasonal requirements.

BRUSH TRADE STILL IN FAIR VOLUME

Toronto.

In the brush markets it is reported that some business of a fill-in nature is still coming to hand, manufacturers and distributors stating that the demand is keeping up well. In some cases also orders are being placed for early spring delivery. No change is being generally looked for in brush prices for several months, commitments in the way of bristle supplies having been made on the basis of recent levels, which record little variation.

INCREASED ACTIVITY EXPECTED IN SHELLAC

Toronto.

Shellacs have apparently settled on a slightly steadier market, with quotations remaining at the recently revised levels. There is a recent improvement in the undertone, buying becoming more active in primary centres, and although locally the demand is seasonably quiet a gradual increase in purchases is looked for. Unchanged prices are as follows:

SHELLAC—	White		Orange	
In barrels	4 25	4 60	3 75	4 10
One gallon jugs	4 55	4 95	4 05	4 45

CHARGED WITH SHELLAC DECEPTION

The U. S. Federal Trade Commission alleges methods of unfair competition in a complaint issued against the Don-O-Lac Co., Inc., of Rochester, N. Y.

The concern is a manufacturer and distributor of paints, varnishes, shellacs and kindred products, and is charged in the complaint with advertising and selling under the name of "American shellac" a substitute for shellac said to be inferior to shellac as commercially known. The trade and the general purchasing public, the complaint avers, is thereby deceived into the belief that the respondent's so-advertised product is composed of shellac gum and alcohol, when such is not the case.



CANADIANS AT BOSTON VARNISH CO. CONVENTION

Group of delegates to the Kyanize Sales Convention of 1922 at the factory of the Boston Varnish Co., as outlined in last week's issue of Hardware and Metal. Personal application sessions were a feature of this convention under the direction of H. A. Hall, treasurer of the company. The company's policies were outlined by H. B. Winne, Sales manager, the credit policy by W. W. Gilmour, Credit Manager, and industrial selling by S. L. Stuart, Industrial Sales Manager. Among the Canadians attending the convention were C. H. S. Bamford, J. H. Ashdown Hardware Co., Winnipeg; E. A. Townsend, Montreal; J. B. Jenkins and D. Sutherland, of J. H. Ashdown Hardware Co., Calgary and Saskatoon respectively.

The Entire CANADA Line Is of Proven Quality



It means every CANADA Brush you sell stays sold.
"Staying Sold" means that the dealer is assured of repeat orders and satisfied customers.
So it *does* pay every hardware dealer to sell CANADA Brushes of proven quality.

We help our dealers



CANADA BRUSH CO., LIMITED

Head Office & Factory

St. John **N. B.**

Montreal Branch: 17 St. Gabriel St.
Representatives: St. Michel Limited.

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

WILKINSON—KOMPASS

OF HAMILTON LIMITED

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

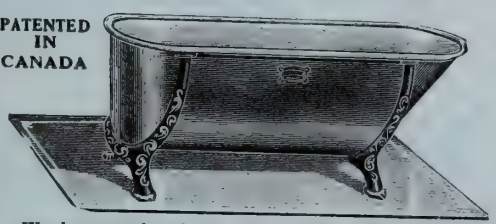
MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and **3 inch Roll Rim** around the top, for which we have secured a **Canadian Patent.** This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.



Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED, Ont.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., **Toronto** $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz.	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz.	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50 each	0 40
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 inch

Less than 12 each	$0 50
12 or less than 50, each	0 45

Box of 50, each 40½

Bbl. lots of 125 each, each 37½

F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30%.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.46.

Cut lace leather, Beardmore, $1.60 lb.

Cut lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List

Gilmour auger bits 25%

Do. special 40/5%

Do., car bits 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car bits, net list.

Mephisto, electricians and expansive, plus 10 per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	48 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%

Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜in. dia. and smaller long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ¾ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, No.'s. 1. 2. 3. 30%.

Plow bolts all other numbers (net extra 20%).....30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Sleigh shoe bolts, all sizes, 25%.

Bolt ends, 35%.

Coach and lag screws, 45 %.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square.

Blank, off net list, $1.00.

Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon.

Blank, off net list, $0.50.

—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel	$3 63
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30 75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

Now market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$16 25
T. F., No. 2	$17 50

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B. B.
⅜ inch	13 20	$15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont. Base	Toronto. Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2¼-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto. Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2¼-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto. $8.00; London, $8.25.

PILKINGTON
BROTHERS ~ LIMITED

GLASS



The Union Station, Vancouver, B. C. Glass supplied and glazed by Pilkington

Every Requirement Met

Whether for contracts of large size, often involving complicated requirements in glass of many kinds, or for small orders you will find us happily situated with equipment to meet your every need with expedition and complete satisfaction to you.

British standards of quality.

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered.

DAMPERS—Stove Pipe — Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz..... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.		29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank 57½%
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
K. F. and Arcade.....60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson .....35|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A. less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle. polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle. each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle .....$	7 80
For 17" Axle	8 10
For 19" Axle	9 70
Ball Bearing	13 50

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 and 10%; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas. No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite. net doz. $88.20.
Hot Blast. No. 20, Doz., $45.15.

HINGES—Blind — Doz. sets

Clark's No. 1	1 90
Do.. No. 3	2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs	
4 inch .....$	1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch .....$	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 71
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron 0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron 1-8	6 90	7 15
Heavy iron 6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-countersunk .....1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set .....$	1 81
Potts' nickel plated, per set..	1 87
Potts' handles, japd. grs.....	17 50
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard .....$	0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only 0 28	0 30
Wattless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft. 0 26	0 28
18 ft. to 20 ft. 0 27	0 29
F.o.b. Toronto, Hamilton, London.	
Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain..	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs 2	15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .....$1 05 doz.
3 doz. cases .....$1 10 doz.
Cold Blast, genuine ruby 4 25 doz
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2 .....$	2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric 125	00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric 118	00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric 129	00
Mono-Vac, electric 145	00

Less 30 per cent.
Freight equalized with Montreal,

MATTOCKS—

Cutter, doz. .....$	9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen .....$	33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS—

	Doz. Net.
Liquid Veneer, Champion....	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles..	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11. Janitor, ...	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt.....	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September, 19, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1921.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch..	$0 30
1½ inch	1 40	3 inch..	0 20
1¼ inch	1 15	3¼ inch..	0 15
1½ inch	0 80	3½ inch..	0 10
1¾ inch	0 75	4 inch..	0 05
2 inch	0 60	4½ inch..	0 05
2¼ inch	0 55	5½ inch..	base
2½ inch	0 30	5½ inch..	base
		6 inch..	base

GOODELL-PRATT

1500 GOOD TOOLS



BREAST DRILLS

An incomparable line of Breast Drills, of every style. Backed by consumer demand and dealer good will

GOODELL-PRATT COMPANY

Greenfield *Toolsmiths* Mass., U.S.A.

Repeat Sales Are Certain

—when you stock and sell one of these standard brands of files.

Files wear out and must be replaced quite frequently. File customers are steady customers—when you give them what they want.

And they want one of these brands—known as the standard for over fifty years.

Kearney & Foot
Great Western
American
Arcade
Globe

NICHOLSON FILE COMPANY

PORT HOPE ONTARIO

If Interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c. over base.
Standard Steel Wire Nails, f.o.b. London, $3.65 base.
Toronto, $3.65 base (nominal).
Owen ound or Collingwood, $3.65, base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; **no freight allowance.**
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.
Miscellaneous wire nails, **70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.**

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Moneal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls:
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
13 inch	2 65	60 inch	7 70
14 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	55 0		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire:

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian, netting, 2 inch mesh 12½ per cent. off; 1 inch mesh, 12½ per cent. off. American netting, 1 inch mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 67
2060	**0 72**

Put up in 10, 20 and 30 rod rolls. F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	**7 15**
43 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs

Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS

	Toronto
Royalite, gal.	0 20
Gasoline, net, gal.	0 29
Above prices net.	**Gallon.**
Black oil (summer)	**0.19.0**
Black oil (winter)	**0.20.5**
Capital, cylinder,	**0.69.5**
Mach. oil, reg. grades	**0.39.0**
Imperial gas engine oil	**0.59.0**
Paraffine	**0.20.0**
List, less 16 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25
List, less 25 per cent.	
Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	**0 32**
No. 1 Italian	0 35
No. 2 Italian	0 28
F.o.b. Toronto and Montreal	

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch sheathing, white	**5 50**
Do., gray	**4 50**
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	**4 50**
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	**6 75**
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00
F.O.B. Toronto and Montreal and Hamilton	
PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	**0 14**
Barrels of 5 lbs., cotton lb.	**0 16**
In kegs, 125 lbs.	**0 16**
In 50-lb. boxes	**0 18**
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	**0 14**
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	**0 17**

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs. box	1 40
F.o.b. Montreal and Toronto.	

WROUGHT PIPE—
List No. 51. November, 1922.
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	28 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 30	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	8 288	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list		$16 40
3 in., in 10-ft. lengths list		22 80
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	**11 00**

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	**15 00**
20x28 IXX, 56s, box	**9 00**
20 x 28 IXXX 56s box	**9 75**

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets	$11 50

POLISH (O-Cedar)

	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	**12 00**
½-gal. cans (Imp.	**20 00**
1-gal. cans (Imp.)	**28 00**

Liquid Veneer—

	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	**0 80**
Do., 2 inch	**0 90**
Do., 2¼ inch	**0 95**
Palmer's	**0 90**

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list. (Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. kegs.
Coppered rivets, net extras 2c. lb.
Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.
Rivets, ½ in. and larger $6.00 base.
Copper rivets, usual proportion of burrs, 82½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.
Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide 2 65
Do., 18 wide 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are **made for smaller sizes: — ⅝ in.** ½c.; 7-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.
Renfrew Household 5 40

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		**55 %**
Coach or lag screws		45%

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in., $17.40.

Newer *and* Better
The Beach Pipeless Furnace



Into this new member of the Maple Leaf Foundry has been built every desirable feature of ordinary pipeless furnaces plus refinements and improvements made by our own engineers that lift the new Beach Pipeless to a place apart.

Ease of operation, economy of fuel, heating efficiency and long life are part and parcel of the Beach Pipeless—these qualities are inbuilt. Write to-day for our folder which shows in detail the many points of Beach superiority and which contains also some interesting information regarding prices and profits for you.

Manufactured exclusively by

BEACH FOUNDRY LIMITED

Head Office:

OTTAWA - CANADA

Branches in Winnipeg and Vancouver

Something Different in Wagons

"A Money Maker"
"A Time Saver"



SELLING POINTS IN THE *Trans-Canada*

No cotter pins to tear the boy's clothes, outside of wheel is flush.
One-piece malleable unbreakable wheel.
Box all solid oak.
Sprayed with varnish, trimmed with red and black.
No repair parts needed, thus saving time and annoyance.
The wheel comes set up. The Trans-Canada is equipped with a patented self-contained roller bearing hub and all metal unbreakable wheels. All you have to do is to place one bolt for each wheel.
This new wagon has made a big hit with the boys. It is strong, well finished and is practically unbreakable. If your jobber cannot supply you, write us direct for prices.

THE WALTER BENTLEY CO., LTD.
NIAGARA FALLS, ONTARIO

Made in Canada

and represent **the best** in padlocks. Constructed strongly to give protection



"Canada" and "Victory"

Padlocks will give your customers more satisfaction.

Made specially for Canadians.

Carried in stock by all the leading jobbers.

C. O. CLARK & BRO.

Montreal, Que.

If interested tear out this page and place with letters to be answered.

SCREEN CLOTH, per 100 sq.ft. $2.65

SCYTHES

Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS Doz.

00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M	$15 00

STANDS, WASHTUB

Dowswell, doz.	44 10

STAPLES (Fence)

	Per 100 lb. kegs
Bright	4 15
Galvanized	5 15

STOVES, Oil Burning, Cooking

	List each.
Puritan, No. 22, 2 burner	21 50
Do., No. 23, 3 burner	26 00
Do., No. 24, 4 burner	34 00
Perfection No. 32, 2 burner	21 50
Perfection No. 33, 3 burner	26 00
Perfection No. 34, 4 burner	34 00
No. 22G oven for above stoves	8 00

Discount, 30 per cent. off list.

McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters	List.
No. 525, each	$ 8 00
No. 530, each	9 00
No. 630, each	12 00

Discount 30 per cent off list.

Hot Blast Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—

Star No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

SWEEPERS—Carpet (Bissell's)

Amer. Queen. nick, fittings, cyco ball bearings	$ 60 00
Champion, jap. fittings	45 00
Grand, jap. cyco b.b.	68 00
Grand Rapids, nick., cyo b.b.	55 00
Do., jap., cyco, b.b.	50 00
Parlor Queen, Nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard jap. fittings	46 00

F.O.B. Montreal, Toronto, London Hamilton.

Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissel's)

	Doz.
Grand Rapids, nickeled	$106 00
Household, japanned	94 00

F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—

Ontario, 4-passenger	$8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	50 ft. Challenge Stl.	4 95
103	50 ft. Reliable Jr., Stl.	5 25
243	50 ft. Rival Steel	4 40
553	50 ft. Steel	3 95
1243	50 ft. Rival Jr., Steel	4 06
603	50 ft. Metallic	3 17
604	66 ft. Do.	3 54
403	50 ft. Linen	2 39
		Dozen.
713	50 ft. Ass Skin	6 15
714	66 ft. Ass Skin	7 37
143	3 ft. Steel Pocket	7 27
145	5 ft. Steel Pocket	9 20
175	5 ft. Linen Pocket	6 35
165	5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL

Refined, bbl.	$10 50
Crude, bbl.	9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal, net	$7 25
Canadian Beauty, Reversible	4 65
Upright, with rack, net	5 00
Hotpoint Reversible	4 60

Net, in ½ dozen lots.

National stove	6 25
Do., upright	5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets, for above	2 00

T. F., steel track, 1" x 3".

per 100 ft. net	$ 9 38
Do., 1¼" x 3-16	10 00

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 80
12 in.	21 20	Less	70%

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1, doz.	$2 45
Giant, No. 1	3 20
Jump, No. 1	3 20
Hawley & Norton, No. 1	4 75
Newhouse, No. 1	7 05

F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60. F.O.B. Newmarket.

TWINE, BINDER

	per f.t
500 feet	0 11½
550 feet	0 12½
600 feet	0 13½
650 feet	0 14

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)

5 lb. sack, 3-ply	$0 55
Do., 4 ply, lb.	0 57
Cones, 3 ply, lb.	0 51
Do., 4 ply, lb.	0 55

VALVES AND COCKS

Compression work—Standard	45%
Fuller work—Standard	30%
Basin Cocks, Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	41%
Flatway stop and waste cocks Standard	54%
Brass steam cocks, ½" to 2"	50%
Do., 2½" to 3"	43%
Radiator valves—Standard	53%
Do., removable disc	53%
Globe, angle and check valves, standard	25%
Gate or Straightway	16 10%
Jenkins gate valve	16 10%
Jenkins Globe	10 10%
J.M.T.	10 and 10%
J.M.T. C.	16 10%
J.M.T. gate valves	16 10%
Emco Globe and Check, standard	25%

F.O.B. Toronto.

VALVES, FOOT	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—

Navy, steel wheel, doz.	$105 00
Garden steel, doz.	78 74
Light Garden, doz.	57 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:

No. 9 and heavier	Base
No. 10	$ 0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:

No. 18	$ 8 75
No. 19	9 25

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60, 10 in., $12.00 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E	$100 00
Dom. Bench, No. 541 EB	160 00
Favorite, No. 511E	92 00
Favorite, No. 512	96 00
Royal Canadian	88 00
Favorite, No. 514	133 00
Ottawa, No. 331E	95 00
Challenge, No. 311E	87 00
Warranty	100 00
Bicycle, 11 in.	95 00
Eze	94 00
Rapid	86 00
Eureka	68 00
Blue Belle	100 00
Do., Folding B	160 00
Rival	95 00
Model	85 00
Imperial	94 00
Gem, No. 131E	94 00
Sunlight, No. 111E	86 00

Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.: Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

Facts versus Fiction!

In a recent advertisement appearing in Canadian newspapers appeared the following:—

"SAFETY OR DOUBT—

No question about it at all if you roof with Asbestos Shingles.
The only absolutely fireproof roof made in Canada."

Realizing that oft-times the zeal of the ad-writer will exceed the facts, we wrote to this concern in Quebec Province, asking whether it might not be well to limit the statements to the confines of truth, inasmuch as

A Metal Roof is Fireproof!

Although nearly a month has elapsed we have no reply—and evidently because the only reply would be an admission that their statements were wrong.

Now we know that asbestos has great merit, but why should they try to misrepresent its virtues when

Galvanized Steel Shingles and Corrugated Sheets make Safe and Satisfactory Roofs?

You can get such roofing material—so good and so durable that no one can deny—from any sheet metal worker.

Trade Supplied with formed products by

Pedlar People, Ltd., Oshawa, Montreal, Toronto.
Metal Shingle & Siding Co., Ltd., Preston, Toronto, Montreal.
Metallic Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Ltd., Galt, Ont.

Published by

Dominion Sheet Metal Corporation, Ltd.

HAMILTON, ONTARIO

IN THE INTERESTS OF TRUTH AND JUSTICE

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 08–10
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 08–10
Imp. green, 100 lb. kegs 16–19
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0 26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal. Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .....16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Imported, less 15 per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November. 1920 list.
Montreal 70/10%.

GLASS PLATE,
Montreal and Toronto. 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	12 00	13 45
Champion, pure .. .	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

OILS—Fly Crenoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co., pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond. foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preserve Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall, white 3 55
I.V. Flatine. int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O P W. Can. Brand colors .3 60
O.P.W. Can. Brand. floor... 3 55
O P W. Flat Wall, white .. 3 45
O P W. Flat Wall. color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products
Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal....	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels	0 45	
Half barrels	0 50	
5s and 10s	0 60	

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
lb. tins, per lb..... 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb..... 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb..... 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams . ..	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd. ..	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O P W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Crown and Anchor 3 00
Adelite. (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine, Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 74
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 13
Scar-Not S.W... ..... 4 76
Lowe Bros., durable floor .. 4 60
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing ... 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 66
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
S. W. Aqualite, 100 lbs.... 0 14½
Ramsay's "Ideal," 310 lb. bbls. 0 10½

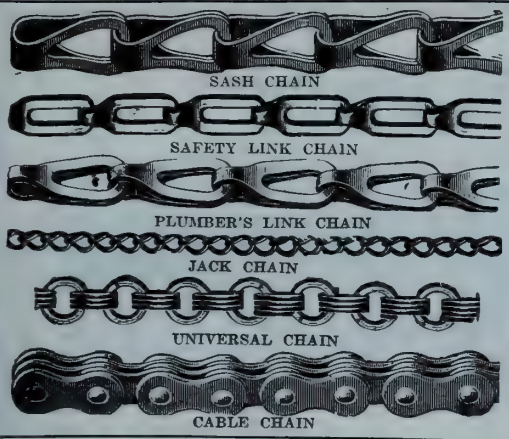
Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

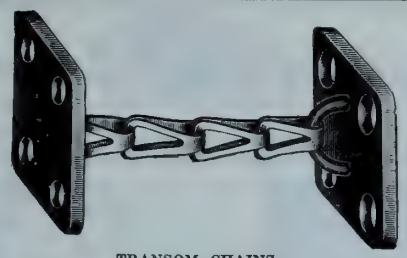
WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1c; Fanc, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

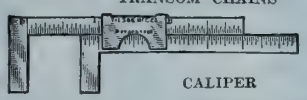
WAX
B H. Wax .....$ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O P W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P wax 0 50
F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 2 25

WOOD ALCOHOL Per gal.
In five ballons 1 50
Methylated Spirits 1 50











THE SMITH & EGGE MFG. CO.
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

The Everlasting Veneer Toilet Seats



This is the strongest and cleanest toilet seat made. There are no cracks —made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?

CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short ..$23 50		.....	.....
32 Short .. 23 50		.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt . 33 50		.....	.....
32 Colt Auto		.....	63 00
32/30		.....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.....		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
300 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
30 Rem. Rim.....		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim.....		.....	159 50
351 Self Ldg.....		.....	121 50
44/55		.....	152 50
45/70-405 133 00		.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16.....$6 00	18/16....$12 00		
4..... 5 00	19	14 00	
5..... 5 00	20	14 00	
7..... 5 00	22	16 00	
6..... 5 00	21	16 00	
8..... 5 00	23	16 00	
9..... 6 00	24	18 00	
10..... 6 00	25	21 00	
12..... 7 00	27	24 00	
11..... 7 00	26	21 00	
13..... 8 25	28	24 00	
14..... 8 25	29	27 00	
15..... 9 50	30	27 00	
16..... 9 50	31	30 00	

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40	
Double Bit	17 00	
Broad Axes 52 00	57 00	

AXES, Bench

Single Bit 10 80	13 00
Double Bit	17 00
Broad Axes	56 00
No. 5	27 70
No. 6	30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in. and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8 cleigh steel, $5.60; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; 7-16 in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	$ 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No.'s. 8, 9, 10 per lb.....	0 63

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 2 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable

Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
1⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 8 76
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21. 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62. 13 oz.	15 60
No. 65. 1¼ lbs.	13 25
No. 64. 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—4 in., $3.45 per doz. prs.; 8 in., $8.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17.50	
Lightning $17.50	

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45. 9 ft. $2.75. 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz

102 ... ...$ 1 85	
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 25
Boiled	1 28

MACHINES—WASHING

	Each
Dowswell ... ...$	9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt .. ..$	9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 00
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			7 25
No. 5 .....$5	25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

CASE CUTLERY FOR CHRISTMAS TRADE



No. 3578 Wostenholm



No. 14440 Jos. Rodgers & Sons



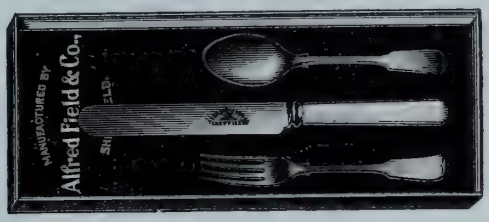
No. 73 Knives and Forks

We have a most complete stock and can ship promptly.

Case Cutlery including three-piece and five-piece Carving Sets.

Also Table and Dessert Knife Sets, plain and stainless steel. Now is the time to get your stock of these lines.

Send us your order to-day.



No. 06159 Child's Set

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED

Calgary Winnipeg Saskatoon



Automotive Wrenches and Accessories

We can help you in handling auto accessories. Every hardware merchant purchasing our stock orders "G" and "H" will receive Display Boards, "G" and "H," which show SOCKET AND FLAT WRENCHES in various styles.

Superior in Quality and Construction.

Our Sockets cannot loosen on the stem.

Made by new patented process.

Write for description of the workmanship; it will please you.

Manufactured by

The Gray Ball Bearing Co.

Limited

686-692 St. Clarens Ave. - Toronto

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 36
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	8 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c; 7-16 in., 9-16 in., 22c; ⅝ in., 21½c; ¾ in., and larger 21c.

Beaver and New Zealand—¼ in., 5-16 in., 21c; ⅜ in., 21½c; 7-16 in., ½ in., 9-16 in., 20c; ⅝ in., 19½c; ¾ in. and larger, 19c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER

	B & A Quire	Ream
00. 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.&N.	Doz. Jump
No. 0	$1 95	$....	$....
No. 1	2 30	4 35	2 95
No. 1½	3 50	6 65	4 25
No. 2	4 80	9 25	6 50
No. 3	8 15	12 35	8 80

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.15 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 52
Cotton, 3-ply balls	0 56
Cotton, 4-ply cones	0 56
Cotton, 4-ply balls	0 60

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, lis tplus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12. $4.95.

WIRE CIOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

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Always Ready	
No. 1	$3 75 $4 10
No. 2	5 25 5 50

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Regent	$69 00
New Era	76 50
Universal	49 50

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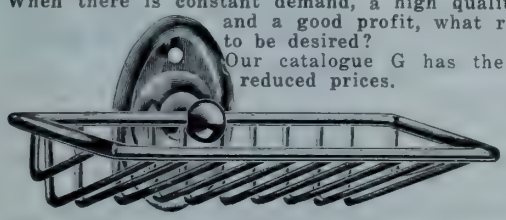
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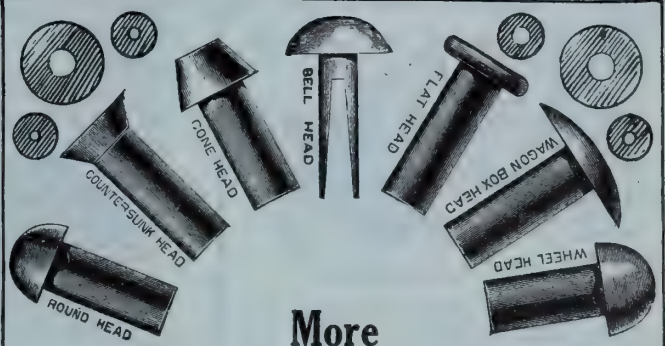
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CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt, Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co, Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

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Geo. W. Reed & Co., Montreal, Que.
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Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Monchester, England.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
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E. T. Wright & Co., Ltd., Hamilton, Ont.

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The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products, Ltd., Renfrew, Ont.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

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Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

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Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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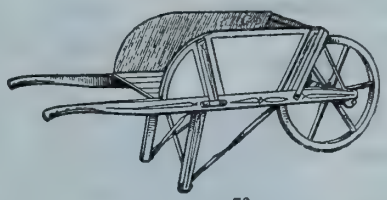
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Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
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G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

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E. T. Wright Co., Limited, Hamiton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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E. T. Wright Co., Limited, Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

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Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont

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Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamiton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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Geo. W. Reed & Co., Montreal, Que.
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The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

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Dunlop Tire & Rubber Co., Ltd., Toronto, Ont
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

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The Frost Steel & Wire Co. Ltd., Hamiton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
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Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.

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The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
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Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Goodell-Pratt Co., Greenfield, Mass.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

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Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
L. S. Starrett Co., Athol, Mass.

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Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Adams Bros., Harness Co.
Samuel Trees & Co., Ltd., Toronto, Ont.

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HASPS
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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

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Steel Co., of Canada, Ltd., The Hamilton, Ont.

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Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
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Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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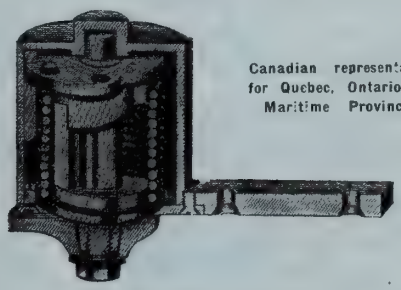
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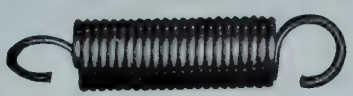
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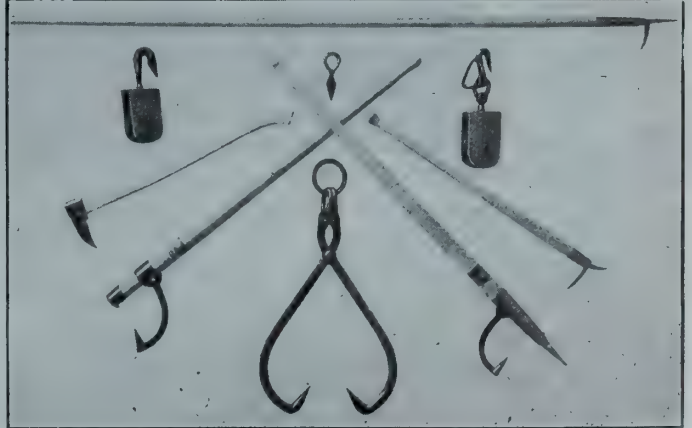
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Geo. W. Reed & Co., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont
Canada Wire & Iron Goods Co., Hamilton, Ont

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

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Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

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Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.

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Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

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Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
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Henry Disston & Sons, Limited, Toronto.

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Henry Disston & Sons, Limited, Toronto, Ont.
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Newell Mfg. Co., Ltd., Prescott, Ont.
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Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

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Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Millers Falls Company, Millers Falls, Mass.
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Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J

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Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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N. Slater Co., Ltd., Hamilton, Ont.
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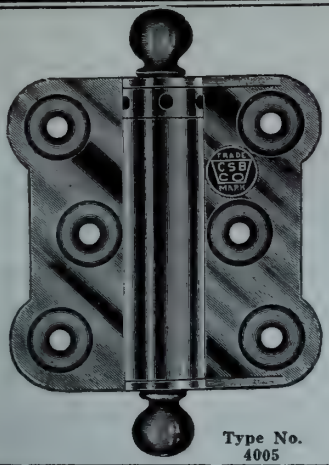
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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SHOW CASES
Cameron & Co., Toronto, Ont.

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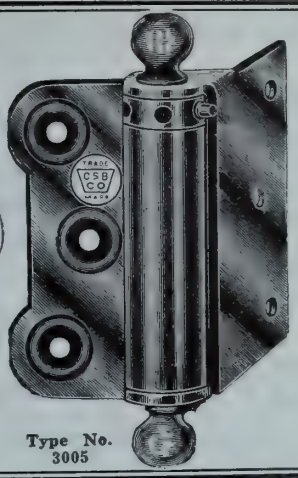
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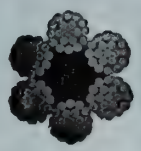
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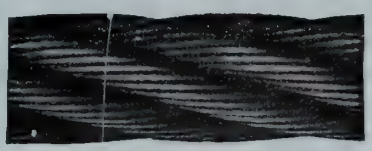


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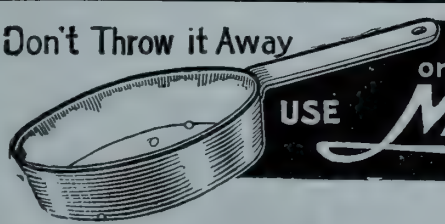
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Stanley Works, New Britain, Conn.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Frost King Weatherstrip Co., Montreal, Que.

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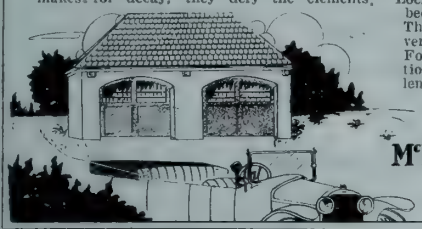
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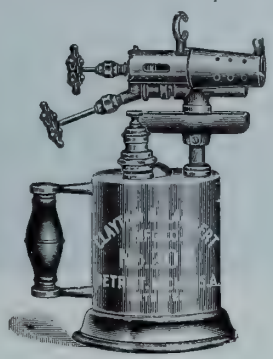
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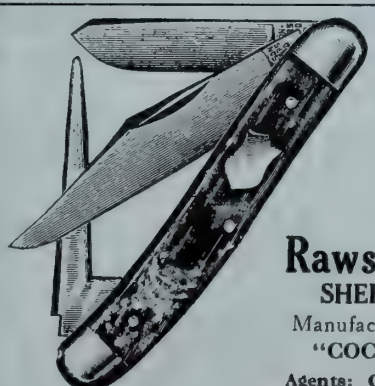
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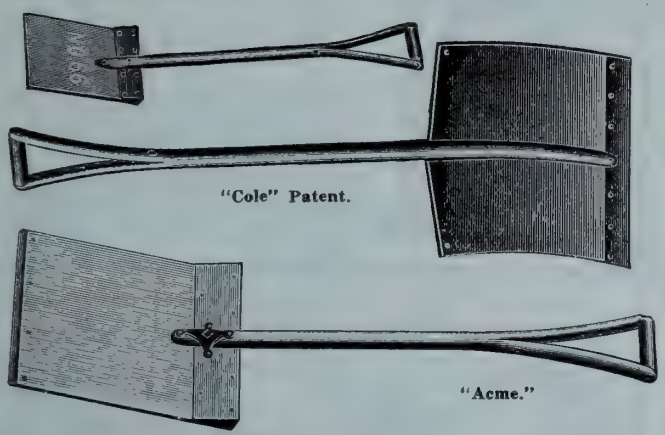
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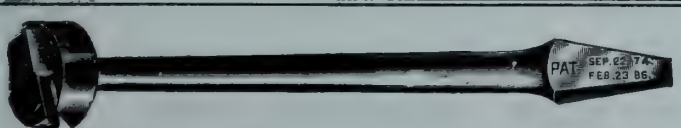
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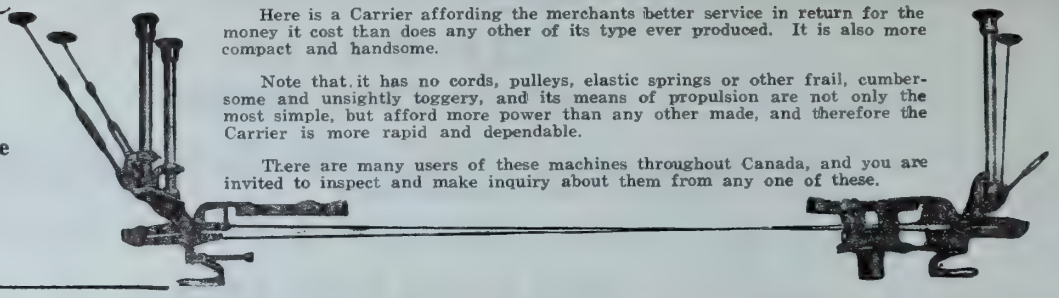
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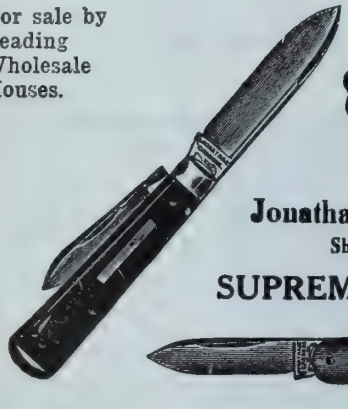


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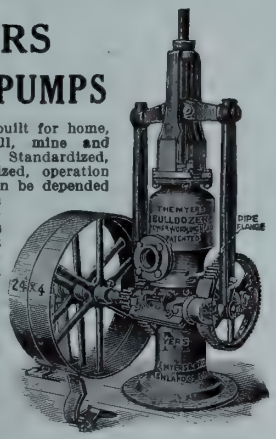
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RUSSELL JENNINGS
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The original double twist auger bit,
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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If Interested tear out this page and place with letters to be answered

Why Hardware and Metal Dominates Western Canada

THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg, Calgary and Vancouver.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London, St. John, Hamilton and Pittsburgh—and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing." Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the only hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 34 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly Since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Building **Winnipeg Branch, Federation Life Building**

UNITED STATES OFFICES—New York, Room 1606, St. James Building, 1138 Broadway, (corner 26th Street; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn St., Phone, Wabash 9430.

TRADE
SIMMS
SET IN RUBBER
MARK

Paint and Varnish Brushes



ASK your painter customers to feel them—to run their hands over those elastic bristles.

Ten chances to one they'll take one on trial, and with Simms a trial means a steady customer.

Those splendid bristles take half the work out of a paint job. They spread so evenly, cover so perfectly and wear a long, long time.

T. S. Simms and Co. Limited

ST. JOHN, N. B.
Montreal Toronto London Winnipeg

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 46 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA November 18, 1922

100% PURE

None Better!



Guarantee

WE GUARANTEE THE MARTIN-SENOUR 100% PURE PAINT (except inside white and a few dark shades that cannot be prepared from lead and zinc) to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely FREE from water, benzine, whiting and other adulterations. and SOLD SUBJECT TO CHEMICAL ANALYSIS.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Search the Paint field as you will, you cannot find a better or more customer-satisfying line than the Martin-Senour Agency offers you.

One hundred per cent. pure Paint and Varnishes plus one hundred per cent. Co-operation! Real Satisfaction for your paint customers, real paint profits for you!

Write us for particulars.

"Save the surface and you save all" – Paint & Varnish

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

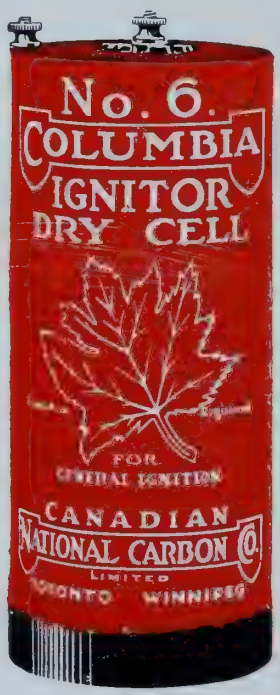






Columbias—the fast-selling Dry Batteries

Known the world over as the best dry battery made, it is an easy job to sell Columbias. Millions of Columbia Dry Batteries have been used wherever ignition for operating gas engines, tractors, small automobiles, motor boats, burglar alarms, doorbells, thermostats, telephones, buzzers, has been required. Columbias are used with portable lighting outfits in cottages, tents, outbuildings, and closets.



There is a Columbia Dry Battery of the single cell ignitor type, or of the "Hot Shot" or "Multiple" which are made up of a group of cells for every ignition use.

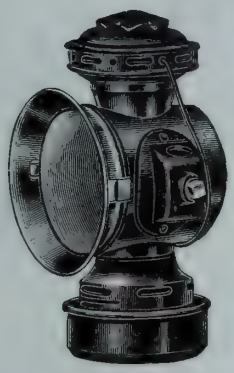
Order from your Jobber. There is a big advertising campaign behind Columbia Dry Cells. They sell fast and give you a good profit.

CANADIAN NATIONAL CARBON CO.
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Columbia
Dry Batteries
—they last longer

Complies with night driving laws
Large Ruby Rear Lens



DIETZ EUREKA DRIVING and PARKING LANTERN

A highly dependable small driving lantern, ideal for any light vehicle; made of cold rolled steel, with a positive-locking oil fount and lawful ruby rear lens.

Its handy bail makes it a very convenient portable light in case of mishaps on the road.

H. S. HOWLAND, SONS & CO.

LIMITED

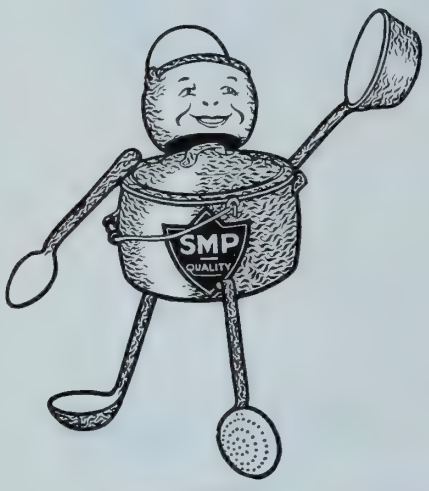
Distributors Dietz Lanterns

TORONTO

DIETZ LANTERNS--FOR QUICK SALES AND SATISFACTION

Shipments Made Promptly

"That's Our Promise as Well as Our Slogan"



Mr. SMP

Copyright in Canada by the SMP of Canada, Ltd.

Those three letters SMP are full of meaning. First, they represent in brief form the Sheet Metal Products Co. of Canada, Limited. Second, they appear in our trade-mark on goods in thousands of hardware stores in every corner of Canada, guaranteeing service, satisfaction and long wear to housewives. And finally they mean "Shipments Made Promptly," our trade slogan, and our promise to merchants that all orders will be handled with care, promptness and quick despatch.

We are in a position, after years of work and planning, to fill all orders as speedily as any merchant could ask. With our immense, splendidly co-ordinated manufacturing facilities, and our fine warehouses situated at Montreal, Toronto, Winnipeg, Edmonton, Calgary and Vancouver, we are in a position to live up to all contracts.

In the year 1922 the letters SMP have taken on a new significance throughout the Dominion. Millions and millions of newspapers, farm papers, country publications and magazines have carried messages into Canadian homes telling of SMP wares. Those wide awake merchants who have teamed up with our big campaign have been well rewarded by bigger turnovers at frequent intervals with the resulting profits. Talk to our representative when he next calls on the possibilities of a closer tie up to the magic letters SMP.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

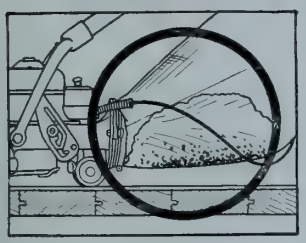
THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered.

Hoovers Worth $11,000 Sold by Hardware Store in 18 Months—50% Gain This Year



The Hoover Bag Is Properly Reënforced

(Another Patented Hoover Feature)

THE heavy dirt which is suctioned into the bag of an electric cleaner, describes an arc and falls—as indicated above—upon a small area at the base of the bag. Naturally this portion must withstand the most wear. In the Hoover bag, a double thickness of the special chemically treated fabric is provided at this point. The remainder of the bag is but one thickness of the fabric treated so that even the finest dust particles are prevented from escaping, yet permitting the ready escape of the air, a feature necessary to real cleaning efficiency. By the special re-enforcement at the point of most wear the life of Hoover bags is materially increased. Covered by a Hoover patent granted *February 17, 1920*. Over twenty patents now protect The Hoover. Additional applications for patents are pending.

The Moose Jaw Hardware Ltd., in Moose Jaw, Sask.—a city of 3,794 wired homes—during 1921 sold 86 Hoovers valued at $6,515.

During the first six months of the current year, however, their sales were 67 Hoovers worth $4,548.50. This represents a gain of more than 50% for 1922, and a total volume of business of $11,063.50 for eighteen months.

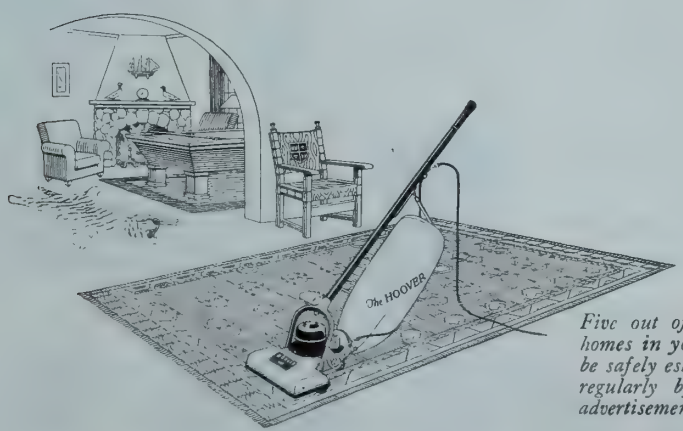
The famous Hoover Co-operative Plan is in effect here as it is in so many other prominent stores. Under this very successful arrangement our trained sales organization—working closely with the dealer—secures leads, demonstrates, sells, delivers and services the cleaners.

At the center of the main floor, in the store of the Moose Jaw Hardware Ltd., a Hoover demonstrating table is located. Hoover window displays, local newspaper publicity on The Hoover, and special sales campaigns at intervals, are also used to build business.

The years of experience which our sales organization has had in successfully assisting retailers to sell Hoovers, is at your disposal. Whether you are in a small or a large city, we are organized to help you properly.

Why not take the matter up with our representative? Send for him—there is no obligation.

THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario



Five out of every seven wired homes in your locality, it may be safely estimated, are reached regularly by Hoover national advertisements

The HOOVER

MADE IN CANADA

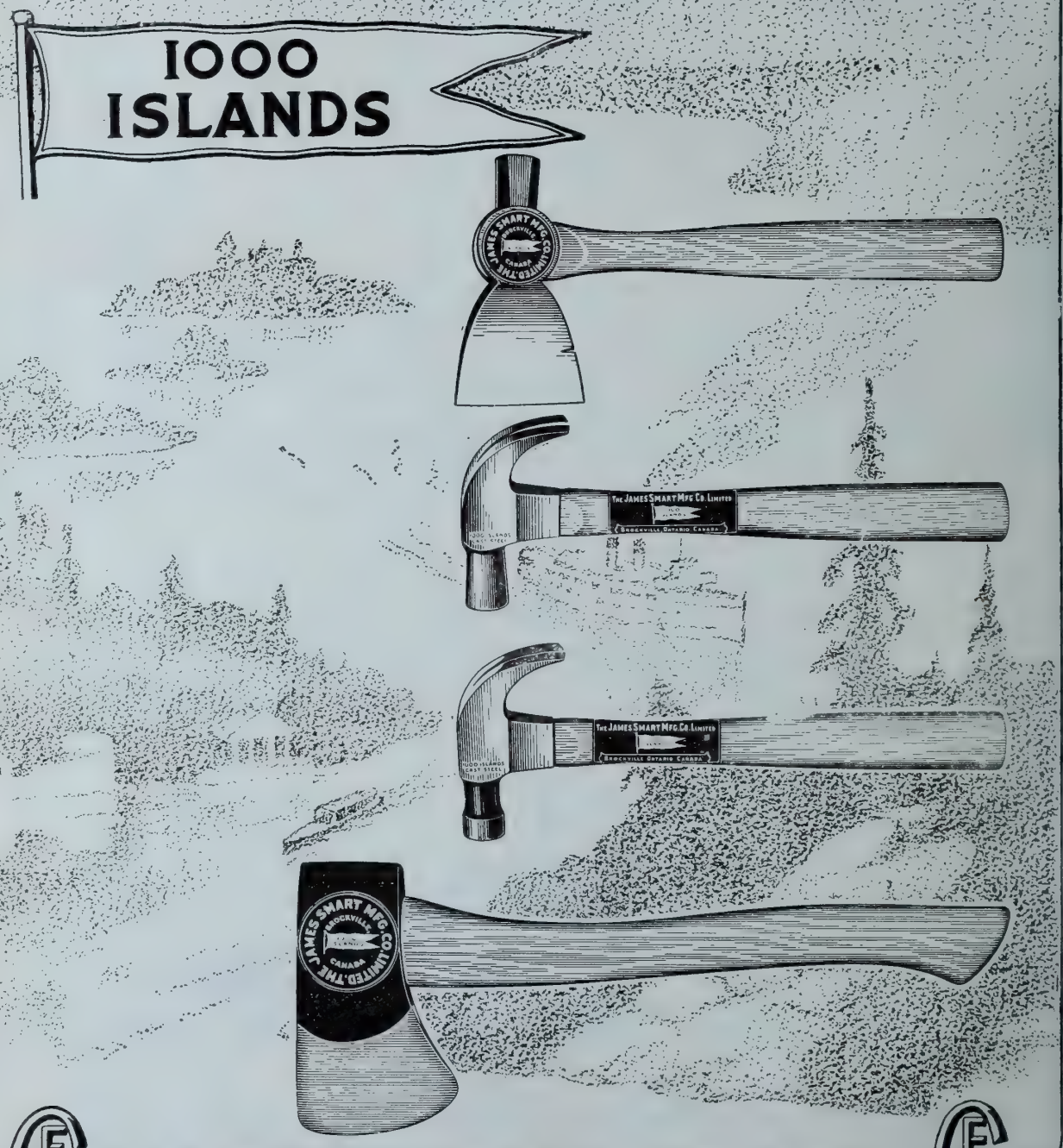
It BEATS.... as it Sweeps as it Cleans

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CANADA

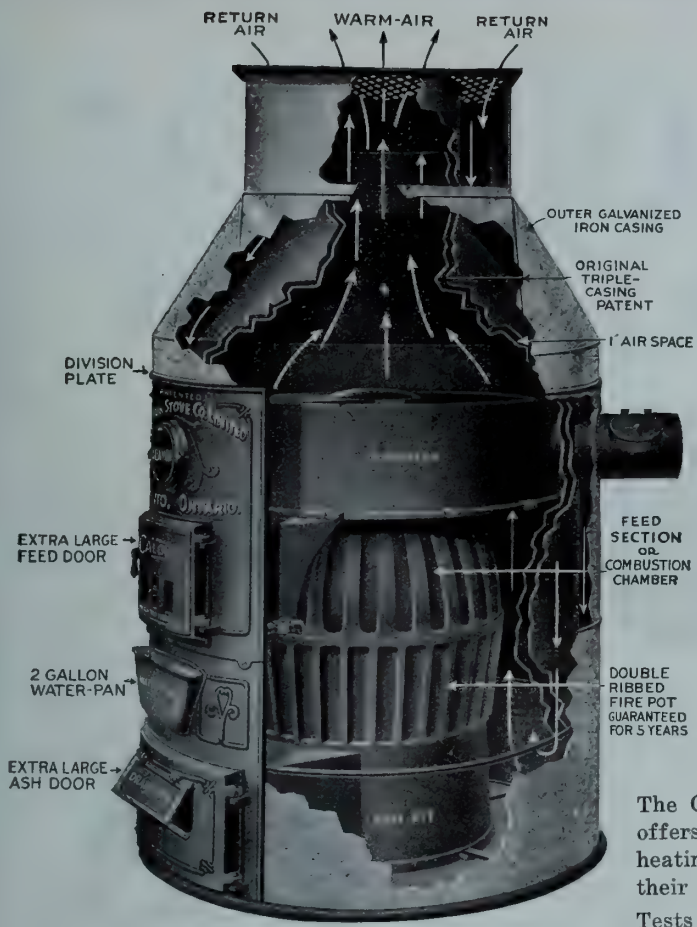
FOUNDRIES & FORGINGS

LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered



The SALES Leader

"We picked the Caloric as the best mechanically from fifty different makes of furnaces." —

FRANK POWERS
Lunenburg, Nova Scotia

Mr. Powers further says that on account of Monitor Engineering service, and other features especially valuable in closing sales, he considers The Monitor Stove Company, Ltd., good people to do business with.

Write for testimonials from any province in which you are interested. The experience of people who use the Caloric is the strongest evidence of Caloric leadership and superiority.

The Caloric is the **sales leader** in the heating field because it offers the buyer unequalled advantages over other methods of heating. It sells more easily because people want the most for their money—and the Caloric gives it to them.

Tests in more than 135,000 buildings throughout Canada, the United States and European countries, prove that the Caloric heats more uniformly and with one-third to one-half less fuel than other systems require. Other methods cannot compete when this outstanding economic advantage is understood by the buyer.

Through years of service Caloric superiority has been firmly established. Thousands of dealers have already built up substantial businesses with the Caloric—many have made independent fortunes.

You can go with the tide of success by joining the Caloric dealer organization NOW. Write to-day for details of the Caloric opportunity in your territory.

The Monitor Stove Company, Limited
9 Richmond St., East,
TORONTO, ONTARIO
THE MILLER-MORSE HARDWARE CO., LIMITED
"The Big Winnipeg House."
Distributors for Manitoba, Alberta and Saskatchewan
Made by Canadians in our factory at St. George, Ont.

CALORIC

PIPELESS

SYSTEM OF CIRCULATING HEAT

If interested tear out this page and place with letters to be answered.

"GUTTA PERCHA"
Automotive Equipment

TRADE MARK
GP
BRAND

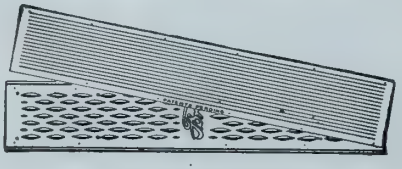


Rubber Headed Mallets.

This line is a carefully-chosen group of useful, handy equipment, selected to fill definite motoring needs. The line is already well established, and "in right" with motorists. This makes it a desirable line for the hardware merchant to handle. No costly experimenting to do —it's a tried, proven line that makes quick sales and good profits.

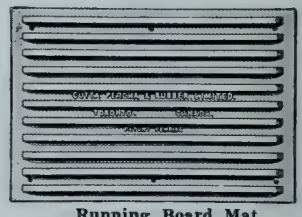


Sealtite Patches.



Running Board Mat.

"Quality All Through"



Running Board Mat.

Gutta Percha & Rubber
LIMITED

Head Offices and Factories, Toronto.

Branches in All Leading Cities of Canada

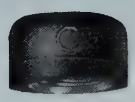
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CRANE FITTINGS

MALLEABLE ——————— CAST IRON












Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.

CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, HAMILTON, LONDON, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
ST.JOHN,NB.,QUEBEC,SHERBROOKE EDMONTON, VICTORIA, SYDNEY, AUSTRALIA.

CRANE
LIMITED
HEAD OFFICE & SHOW ROOMS
386 BEAVER HALL SQUARE
MONTREAL
Works
1280 ST. PATRICK ST.
MONTREAL

CRANE-BENNETT
LIMITED
Head Office and Warehouse:
LONDON, ENGLAND.

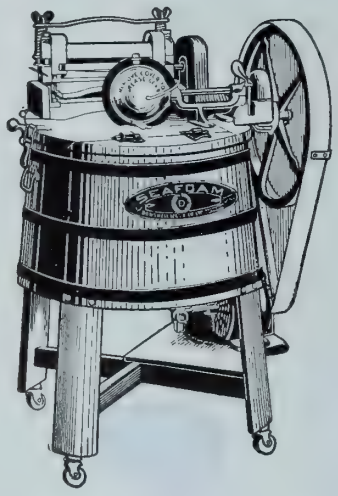
Sales Offices:
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, MANCHESTER.

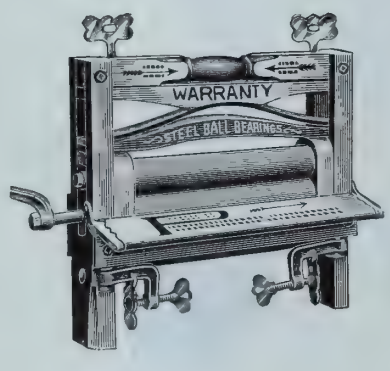
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If Interested tear out this page and place with letters to be answered

Hamilton DOWSWELL TRADE MARK Canada

For Christmas Selling







Aggressive work at this time will double your sales of washing machines and clothes wringers. A suggestion to customers who enter your store will in many instances be gratefully received. Many a man will buy a washing machine or clothes wringer (or both) for his home from live dealers who display and demonstrate these household labor savers. Now is the time to have an assortment on your floor.

Our washing machines are practical, simple, durable and all but trouble-proof. We make washing machines for hand-power, water-power, electric power and engine drive—to suit every purse—all of proved worth.

Our clothes wringers are unsurpassed for wearing and wringing qualities.

Jobbers sell and recommend them.

DOWSWELL, LEES & CO.

Limited

Hamilton, Canada

EASTERN REPRESENTATIVE:
John R. Anderson,
MONTREAL, Quebec.

WESTERN REPRESENTATIVE:
Harry F. Moulden & Son,
WINNIPEG, Man.

If interested tear out this page and place with letters to be answered

S.C.C.

BOLTS

NUTS
WASHERS
RIVETS
OF EVERY DESCRIPTION



CARRIAGE BOLTS
MACHINE BOLTS PLOW BOLTS
ELEVATOR BOLTS
TIRE BOLTS STOVE BOLTS
SLEIGH SHOE BOLTS
STEP BOLTS TRACK BOLTS

THE STEEL COMPANY OF CANADA LIMITED

General Offices:
HAMILTON and MONTREAL
Sales Offices: Hamilton, Montreal, Toronto, Winnipeg, Vancouver

If Interested tear out this page and place with letters to be answered



Another SATURDAY EVENING POST *page*,

reaching over 100,000 families and advertising the MAYFAIR pattern in November. The turnover is quicker, the profits greater, the satisfaction to buyer and seller more complete, because persistent advertising and long wear have built a lasting confidence for moderate-priced Wm. Rogers & Son Silverplate.

Made in Canada and Satisfaction Guaranteed by

Wm. Rogers Mfg. Co., Limited

Niagara Falls - Ontario

If interested tear out this page and place with letters to be answered



166H Nineteen Piece
Child's Tea Set
Sells for $1.35 each

No. 4 Toy Assortment of Viko Aluminum Ware

18 Sets Sell at $27.30

All these sets of children's toy utensils are packed in Nursery Rhyme boxes—and they are wonderful sellers for the Xmas trade. The children want these little utensils—and the parents will buy them because they are unbreakable and practical.

The assortment consists of 18 sets that sell from 75c to $2.50 a set—and they are all quick sellers—and you earn a 50% profit. Display these sets in the Nursery Rhyme boxes and they sell themselves.

Write for cost price of assortment No. 4. DO THIS TO-DAY!

HURTUBISE LIMITED, 222 NOTRE DAME ST., WEST, MONTREAL



Dealers:—Here is one of the most useful domestic helpers ever invented. Magnetic Cloth instantly removes grease, burned foods and all soil from kitchenware. Cleans vegetables, tile work, marble, stone steps, etc. It has a hundred every-day uses, every woman who enters your store is a prospective purchaser. Its sale brings you a handsome profit. Write to-day for a trial order.

John W. Gottschalk

Cor. Lehigh Ave. & Mascher St., Philadelphia, Pa.

Canadian Representatives:

LYONS & MARKS, 38 Yonge St., Toronto

If interested tear out this page and place with letters to be answered.



LADD
Mixer Churn



EGG-BEATERS NOT SEASONAL

PROVEN BY OUR RECORDS THAT LADD BEATERS ARE NOT SEASONAL GOODS NOW. We know consumers' decision and stores confirm it. Years ago many stores dropped interest in certain housewares in December and January.

Are sensible dealers doing that now? Not at all — figures prove they are not. Why, last January, we shipped **MORE GOODS** than any month this year except two and last **DECEMBER WAS A VERY GOOD ONE.** 10 years ago these months were nothing.

Fact is, Egg-beaters are being worn out and broken in December just as they are in March, and if your stock is out, then your customers, wanting the goods, go to a merchant who will keep a continuous stock of **GOODS THAT ARE STAPLES** and **SELL EVERY MONTH IN THE YEAR.** Again, our records prove the thing to go crazy about, is the stuff that sells **EVERY DAY IN THE YEAR** regardless of celebrations; that is what pays the board and rent and puts **PROFITS** in the bank. **KEEP UP YOUR STOCK OF LADD BEATERS** in December just as any other month. They will not hurt your inventory.

JOBBERS the world over and **US.**

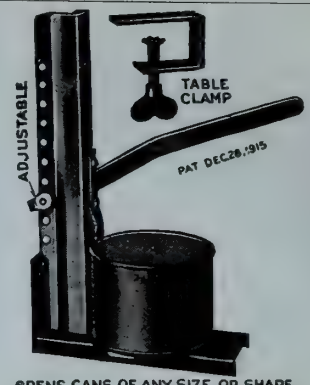


SATURN REEL
Clothes Line

United Royalties Corporation

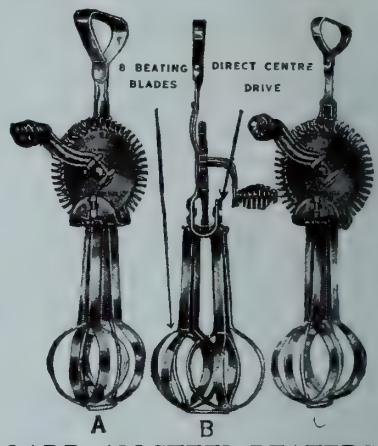
1133 Broadway **New York**

G. S. Whitaker & Co. **8 Colborne St., Toronto**

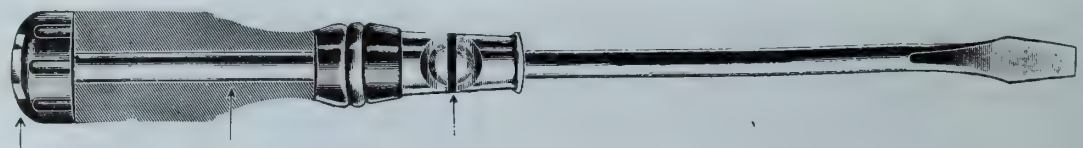


OPENS CANS OF ANY SIZE OR SHAPE

SATURN CAN OPENER



LADD ALLSTEEL BEATERS



Why "Quality" Drivers Are Superior

See how the steel in the Quality Screw Driver extends clear through the handle. Note how the strong blade is held by a heavy steel rivet, driven straight through ferrule and blade. Observe the round drop forged end—the blade can never turn in the handle, and the handle will never come off, split or loosen.



Ask your jobber to supply you.

THE QUALITY TOOL WORKS LIMITED

480 RIELLE ST., MONTREAL

SELLING REPRESENTATIVES:

Ontario
A. H. Moore,
74 Rusholme Road, Toronto

Western Provinces
S. H. Whyte Mfg. Co., Ltd.,
Winnipeg

Maritime Provinces
Richardson & Bureau,
Montreal

MADE IN CANADA

MADE IN CANADA



WILLIAMS' SUPERIOR DROP-FORGED

WRENCHES

Over 40 Standard Patterns in 1000 Sizes

J. H. WILLIAMS & CO., Limited

"The Wrench People"

45 Thorold Road, St. Catharines, Ont.

REGISTERED DURO TRADE MARK

REGISTERED DURO TRADE MARK

DURO ALUMINUM WARE

Full Weight 99% Pure

Canada's Most Popular Cooking Utensils.



No. 350 COFFEE PERCOLATOR. 4 pint, welded spout. Ebonized removable handle.

Every Piece Guaranteed

Wide range to choose from

Handled by the leading jobbers

See reduced Price List July 23, 1922.



No. 75 COFFEE PERCOLATOR. 6 cup. Welded spout. Ebonized removable handle.

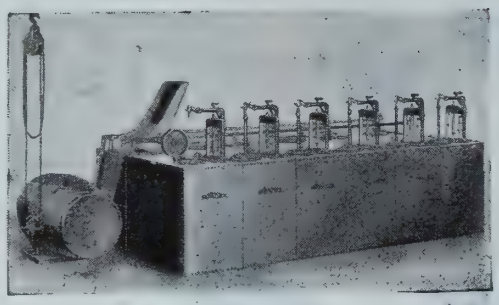
MADE IN CANADA

DURO ALUMINUM, LIMITED, HAMILTON, ONT.

REPRESENTED BY:

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton.
L. T. Walls Sales, Ltd., Winnipeg, Man.
R. H. Paterson, St. John, N.B.
J. Preston, 284 Beaver Hall Hill, Montreal, Que.

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Is the Sawdust Soaking Up Your Profits on Oil Sales?

With the ordinary barrel and measure "system," oil drips from the barrel faucet, oil is spilled from over-flowing measures—every drop of which is wasted.

But with Bowser tanks there is no waste of oil. You check in each amount received—it is stored in leakproof, fire-proof tanks—it is dispensed through accurate measuring pumps directly into the receptacle.

In operation, if oil is carelessly spilled it goes back into the tank through the Bowser drip pan—no sawdust is needed. Thus every drop of oil you buy is sold and pays you a profit.

The time saved by the Bowser will alone pay a handsome dividend on the investment.

And the fast, accurate, cleanly service makes every customer a friend of your business.

For specific figures as to the possible economies in your oil department ask for booklet C-16 and get the Bowser story.

Bowser Equipment is Made in Canada by

S. F. BOWSER & Co., Ltd.

Toronto - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

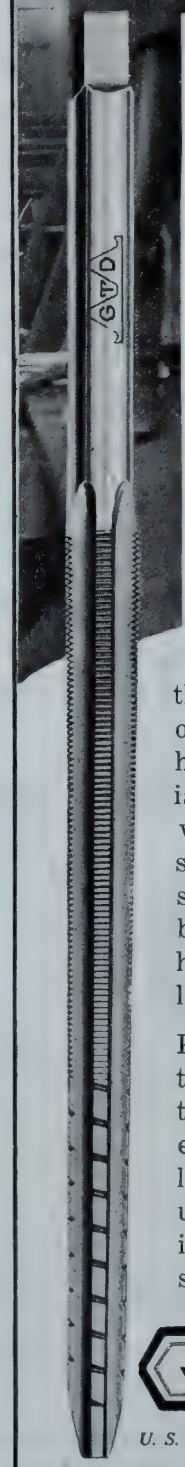
BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets





The MAXITAP For Staybolts

Records of Maxi Staybolt Tap performance show results of 1,000 to 1,700 holes per tap—even on the exacting test of boiler repair work. Compare these figures with the staybolt tap performance in your own shops—consider the economy of Maxitaps.

The mechanical features of the Maxitap form one reason for this exceptional showing—the pilot point, chip breaker, special hook, long taper section, and special relief all contribute to longer wear, and keep the holes true to size. The other fact in Maxitap success is the service that stands back of every Maxitap, ready to help solve your staybolt tap problem.

Keep this in mind—remember that "G T D Maxitap" means more than a staybolt tap—it means economical production of perfectly threaded staybolt holes. Let us prove this on your boiler work in your own shop. Bulletin 129 sent on request.

GTD GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U. S. FACTORY—GREENFIELD TAP AND DIE CORPORATION
Greenfield, Mass.

Names that Sell the Goods

You know, Mr. Dealer, the value of a name. The goods that sell best are these whose names are well and favorably known.

These brands of files are known to file users as the standard. Stock them, and they sell themselves.

Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Company

Port Hope - Ontario

Biggest Values in Sweat Pads



Absorbent, Sanitary, and Durable

Most perfect combination of

Sanitary Woolfelt

The swift sales of "Wooltex" Sweat Pads are very gratifying, but are only to be expected for an article like "Wooltex" with that surest of all foundations—genuine merit. When farmers or teamsters come into the store, "Wooltex" Sweat Pads meet all their tests and close the sales—on quality.

Examine them, feel them, note the quantity of real wool in "Wooltex" Sweat Pads; you will readily understand why hardware merchants are finding them a leader in sweat pad sales.

Ask Your Jobber or Write Us

Samuel Trees & Co.
Limited

42 Wellington Street East
Toronto, Canada

Trees, Spriggs Co., Limited
Winnipeg

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It's the Second Sale that Counts

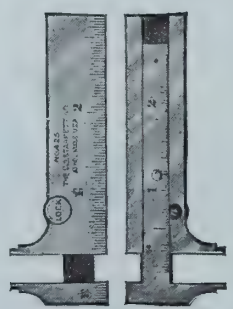
Advertising and salesmanship and reputation may sell a man **once.** But all the advertising and salesmanship and reputation in the world won't sell a man **twice** unless his first purchase satisfied him.

You can depend on Starrett Tools. That's why the men who use them keep coming back for more.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL MASS.



POCKET SLIDE CALIPERS
No. 425
Graduated in 32nds and 64ths. The improved clamping device is a valuable feature as it may be locked by the thumb of the same hand in which the tool is held.

42-405

Sell Starrett Tools

The Only ALL-SPRING STEEL BUMPERS

LYON Resilient BUMPERS

The LYON RESILIENT BUMPER
—is entirely made of the finest grade of spring steel, oil tempered and heat treated.

The LYON RESILIENT BUMPER
—has two thicknesses of spring steel at the centre; where it is most needed.

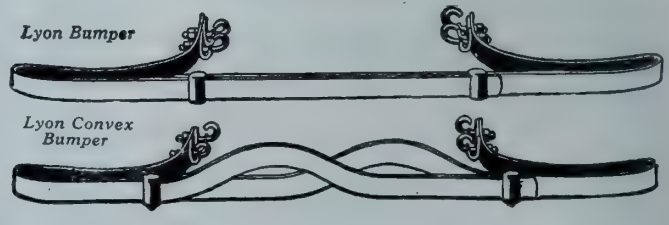
The LYON RESILIENT BUMPER
—has looped ends—to give the positive and unfailing spring rebound that wards off damage to car and occupants, regardless of the direction of the impact.

The LYON RESILIENT BUMPER
—has no weak joints or complicated parts to work loose and rattle.

The LYON RESILIENT BUMPER
—can be attached to any make of car without drilling holes or the use of special tools.

The LYON RESILIENT BUMPER
—*is the* **only** *bumper that can be repeatedly bumped without becoming a shapeless mass. Over a million in use. Dealers: Write us and we will give you the name of your nearest jobber.*

Manufactured by
B.J. COGHLIN CO
Limited
MONTREAL



CROWN AND STERLING



ROASTERS



These two types of roasters are the biggest sellers in this class of cooking utensils. The seamless crown provides space above the cover line equal to that below. Made in round shape "Colonial" Enameled Ware and also in round and oval shapes in sheet iron.

The Sterling is a roaster of ample size, made in the oval shape only in "Colonial" of best uniform color steel. Check up your stock to-day and replenish it with Davidson's Enameled and Sheet Steel Utensils for kitchen use. Prices and details on request.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: MONTREAL. Branches: TORONTO WINNIPEG CALGARY VANCOUVER

DAVIDSON

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse. You have our guarantee.



They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Canadian Sales Office: Adcock & Co., Ltd., Montreal, Que.

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Examine Your Ladder

There are manufacturers to-day who are not getting the profits they expect out of their business. It will be found in many instances this is due to a missing rung in their business ladder.

That rung is

Dealer Co-operation

Without the good-will and support of the merchant, the business ladder is imperfect. It cannot be readily scaled to the "Profit" and "Success" rungs at the top, unless the Dealer Co-operation rung is in the proper place.

The following trade newspapers, all leaders in their respective fields, offer manufacturers the most economical and effective method of securing the co-operation and sympathetic support of the dealer:

Canadian Grocer
Dry Goods Review
Men's Wear Review
Canadian Automotive Trade
Hardware and Metal
Druggists' Weekly
Bookseller and Stationer
Sanitary Engineer

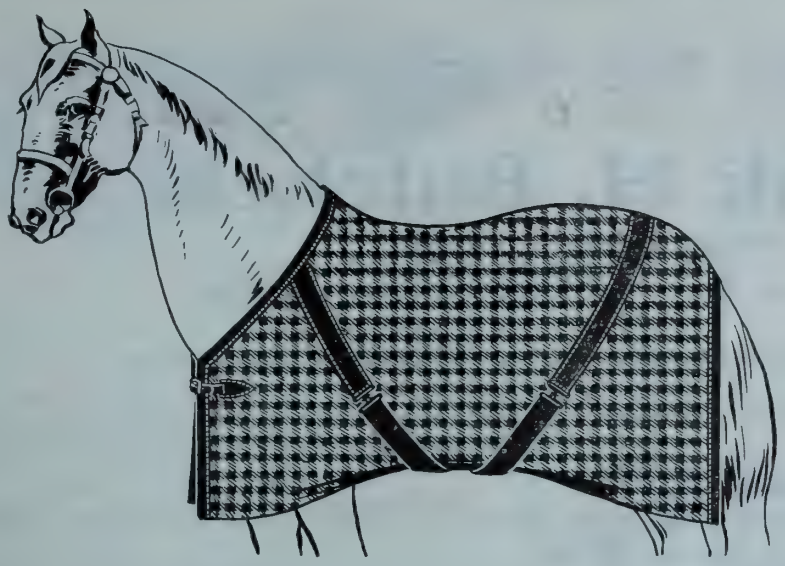
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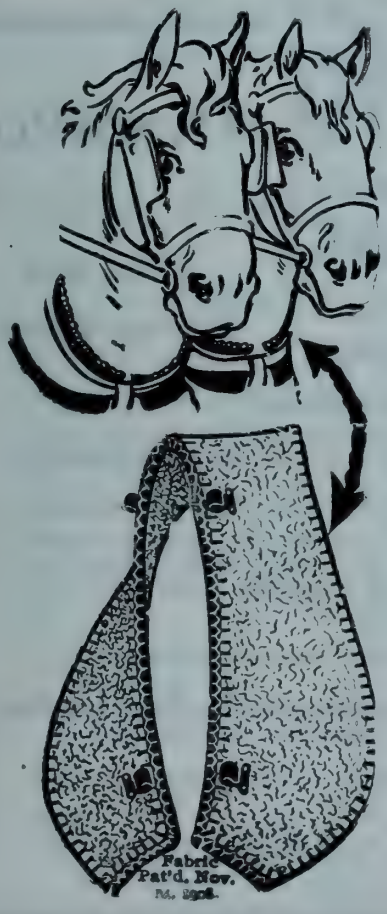
Write for our special prices on Horse Blankets, Halters, and Skate Straps. Sample orders solicited.

Adams Bros. Harness Mfg. Company, Limited

781 King Street West, Toronto

Branches:

WINNIPEG SASKATOON EDMONTON CALGARY



Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK
Ventiplex
PADS

Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.

We also manufacture the celebrated Ventiplex Insoles.

Write your Jobber for prices, and, if he doesn't keep them, write direct to us.

The Burlington Windsor Blanket Co.

797 King Street West
TORONTO

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Announcing the Appointment of

Frank H. Butcher

Manufacturers' Agents

13 Cathcart St. London, Ont.

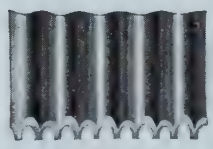
as our Representative in Western Ontario

Some of our well-known products which Mr. Butcher will represent, are as follows:

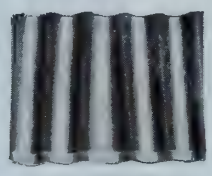
"BURT" Ventilators.
"BOIS" Patent Interlocking Steel Stairs.
"ALMETL" Firedoors and Shutters.
"FIRE-TITE" Oily Waste Cans.
"SUPER-SERVICE" Ash and Garbage Cans.
"ECONOMY" Rotary Ash Sifters.
"REED'S" Plastic, Semi-Plastic and Liquid Roofing Cements.

Geo. W. Reed & Co. Limited, Montreal

CARY'S Corrugated Fasteners



"SAW EDGE"



"PLAIN EDGE"

We are the exclusive manufacturers and sole owners of patents, method and machines for manufacturing a saw edge fastener with a **continuous cutting edge.** Compare with other makes. There is a difference. Users prefer them. Packed in tin containers, 500 and 1,000 each. **Write for samples and trade discounts.**

CARY'S Box Corner Fasteners



THIS IS OUR "TEETH" STYLE.

Our box corner fasteners are made from a special hot rolled steel, which enables our fasteners to be bent over corners of cases without fracturing. Our fasteners are made in various styles, and in eight sizes.

Samples upon request.

CARY MFG. CO.,
Manhattan Bridge Plaza,
BROOKLYN, NEW YORK



Desolvo

A Time and Money-Saver

If you do plumbing in addition to your hardware business, it will pay you to keep Desolvo on hand. It will shorten your time on jobs and will make profitable sales to customers.

Desolvo just has to be mixed with cold water; it generates heat that quickly removes any stoppage from pipes. It saves tearing up floors, lawns, etc.

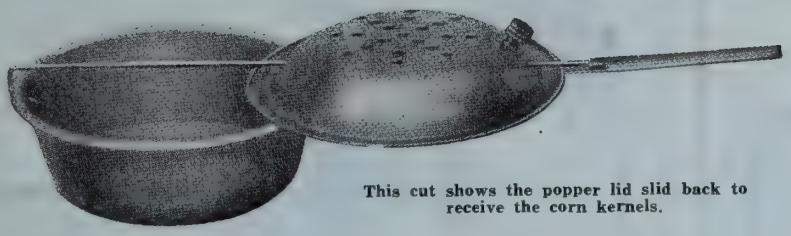
Order from your Jobber

The Chamberlain Desolvo Co., Limited
35 Richmond St. E., Toronto

Eastern Canada Representatives: **Richardson & Bureau,** 55 St. Francis Xavier St., Montreal.
Ontario Representative: **L. F. Mayne,** 875 Trafalgar St., London, Ont.
Western Canada Representatives: **N. D. McPhail & Co.,** 528 Standard Bank Bldg., Vancouver, B.C. 408 Donalda Block, Winnipeg.

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WRICO



This cut shows the popper lid slid back to receive the corn kernels.

Sanitary Corn Popper

Capacity 2½ quarts. Cold handle. Made of the very best grade of sheet steel. Simple construction — easily and quickly taken apart and cleaned. There are no square corners in which grease and salt can accumulate, thereby causing rust. Strong and durable and will last indefinitely. May be used on gas, electric, kitchen stove, or in furnace.

Being all metal, cannot be damaged by heat or flames. Butter, salt, seasonings, etc., may be placed in the pan.
Size of pan, 9¼" x 3" deep.
Length of handle, 13".

E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA

Keep Canada Prosperous

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last twenty years, has earned a reputation

For Quality that Satisfies

Send in Your Order Now.

London Rolling Mill Co.

LIMITED

LONDON, CANADA

Sales Agents:

Western Canada, Bissett & Webb, Ltd., Winnipeg

Laidlaw Products

The Pinnacle of Success

BT



"I have often wondered W.N., why you have attained such prominence in wire nail circles."

"The only answer I can give B.T., is that sincerity has been my guiding star in giving our dealers good service and users good quality."

THE
LAIDLAW BALE TIE CO., LTD.
HAMILTON, CANADA

Be specific--say "Laidlaw Products"

Mr. Dealer:—

Displays make sales. The Mendet Display Box on your counter is always working.

Without effort on your part a steady, profitable business can be done in Mendets.

Keep that Display Case on your counter.

Collette Mfg. Company

Collingwood, Ont.



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Those Inaccessible Soldering Jobs—



The kind that make you squirm and swear until they're done—those jobs are made *easy* and *simple* with Kester Acid Core Wire Solder. All you do is to apply a touch of heat and Kester Solder and the job is finished—*quickly, economically* and *permanently.*

The reason? Kester Solder has an *acid core* that feeds the proper amount of flux as the solder is melted, and in this way eliminates the troublesome pot of acid or paste and the messy swabs, sticks and brushes; besides the job is done in half the usual time.

Kester Solder comes coiled in one-pound cartons or on one-pound spools, but for quantity users it is more economical to buy it on five and ten pound spools.

Dealers everywhere stock Kester because it is a *clean, fast seller,* and brands their store as an establishment that caters to the modern mechanic.

KESTER
Acid Core WIRE SOLDER

REQUIRES ONLY HEAT

SAMPLE FREE

H. & M. 10-7-22.

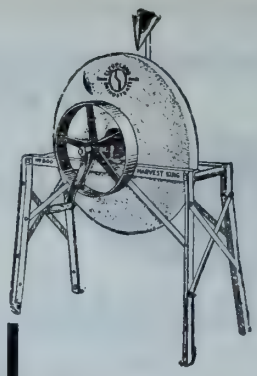
CHICAGO SOLDER COMPANY 4225 Wrightwood Ave., Chicago, Ill.

Please send me a sample of Kester Acid Core Solder, no charges, postage prepaid.

Name .....

Address .....

Supply House .....



HARVEST KING GRINDSTONE

A dependable power grindstone that is probably the best known power grindstone in use to-day. Steel frame and heavy steel roller bearings. Equipped with "Cleveland" grindstones. Carried in stock by leading jobbers.

"77 Years of Grinding" A Booklet Free

Our abrasive department has issued a booklet describing the art and science of grinding and describing our artificial abrasives. A copy will be sent free to all who ask.

The Cleveland Stone Company

814 Union Bldg. Cleveland, Ohio

Grinding Wheels, Abrasive Articles and Grinding Machinery.



The size you want is here:—

Height— Width— Depth—

Put your own figures in these blank spaces and send us this advertisement. We will have in our assortment of sundry cabinets just the size you want.

For filing spare parts, accessories, etc., or for containing your whole stock of screws these handy little cabinets are ideal. They are handsome, too, and very strong; the drawers being made of metal with hardwood fronts and backs.

Send measurements today or write for catalogue.

CAMERON & COMPANY

74 Logan Ave. Toronto

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN Super Nickel

GOLD MEDALS.

CUTLERY Spoons and Forks

GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

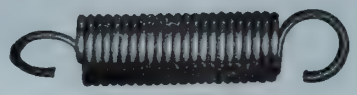
Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO.BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO CANADA

PRECISION SPRINGS





We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".

Profitable Padlocks



For those who want the best, strongest and safest padlocks, supply the

"Victory"

and

"Canada"

They mean rapid turnover—quick profits and big profits.

Order from your Jobber

C. O. CLARK & BRO.
Montreal, Que.

It Doesn't Take a Lot of Salesmanship to Sell the

TORONTO Gendron CANADA

DISCO



"The kiddies will push them if you will stock them."

The Gendron Disco—the new ball bearing wagon with the new disc wheels is a joy and a treat for any boy. It appeals tremendously to him.

If you haven't investigated the sales possibilities of the Disco—you're losing money!

Write us for further information.

The Gendron Mfg. Co., Limited
Duchess Street Toronto, Ont.

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This Window in Your Store

Will Sell

Canadian Beauty

Electrical Appliances

Because it will be backed up with three business creating advertisements in leading newspapers—Nov. 21st,—Nov. 28th, —and Dec. 12th. These advertisements with a Christmas appeal to make it an Electrical Christmas this year, will bring the public to you. It rests with you as to how much of their money finds its way to your cash box. You may have the use of this window.

FREE FOR ONE WEEK

Ask your jobber or write direct for full information to

RENFREW ELECTRIC PRODUCTS LIMITED

GENERAL SALES OFFICE: 29 RICHMOND ST. W., TORONTO

Makers of Majestic Sun Electric Heaters and Grates. Also Canadian Beauty Electrical Appliances-- Irons, Toasters, Grills, Percolators, etc.

FACTORIES AND HEAD OFFICE: RENFREW, ONT.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. NOVEMBER 18, 1922 No. 46

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SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.



ORDER FROM YOUR JOBBER

GENUINE High Power Coleman Mantles are best for use on COLEMAN QUICK-LITE Lamps and Lanterns because they work perfectly with the gas tip and air intake in producing the brilliant light that has made the Quick-Lite famous.

Nothing better for use on all other gasoline lighting devices. Our new package (12 Mantles in a box) enables dealers to sell a dozen where only two were sold before.

Coleman Junior Mantles (No. 41) are highest grade. Made of long fibre Egyptian cotton, correctly shaped and treated with powerful light-giving chemicals.

Order from your Jobber, or write us for further information, prices, etc. The new Counter Display Carton is a real silent salesman (illustrated above).

Address Dept. T-18.

THE COLEMAN LAMP CO., LIMITED

TORONTO, CANADA

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, NOVEMBER 18, 1922 No. 46

Preparing for Big Mail Order Trade

Investigation Shows Mail Order Firms Dominating Parcel Post Shipments Under New C.O.D. Regulations—Records of Insured Parcels for Past Year Reveal Interesting Trends of Mail Order Business—Some Odd Situations Arise in Enforcing New Regulations

WITH a view to establishing just what progress is being made by mail order firms in developing business, and of finding out who is making chief use of the new postal regulations providing for C.O.D. service on parcel post, Hardware and Metal this week visited Terminal Station "A" of the Toronto Post Office. Here the matter was discussed with various officials and some interesting figures secured which give some indication of just what is developing and the likelihood of further development of this service which competes in many cases with retail hardware and other merchants throughout the country.

A table appears in this article showing shipments under Insured Parcel Post from Terminal Station "A" in Toronto month by month for the past year. It is arranged according to the value of the parcels. The shipments from this station represent approximately ten per cent. of the parcel post business done by the city and these records are being used merely as indicators of trends of business which will be of interest to retailers. As representing ten per cent. of the parcel post done in insured parcels, the total of 219,874 parcels for 13 months is indicative of the great volume of business done by city firms in the rural districts. It must be borne in mind that parcels sent under the C.O.D. system since October 1 of this year are not included, neither is the big volume of parcel post which goes through in the ordinary way uninsured. It is significant that the large city mail order firms which originally sent their parcels under the insured plan now curtail expense by sending parcels uninsured unless they are particularly valuable, such as jewellery. Of course, in case of damage the mail order house generally makes good the shipment to the purchaser and assumes the liability itself.

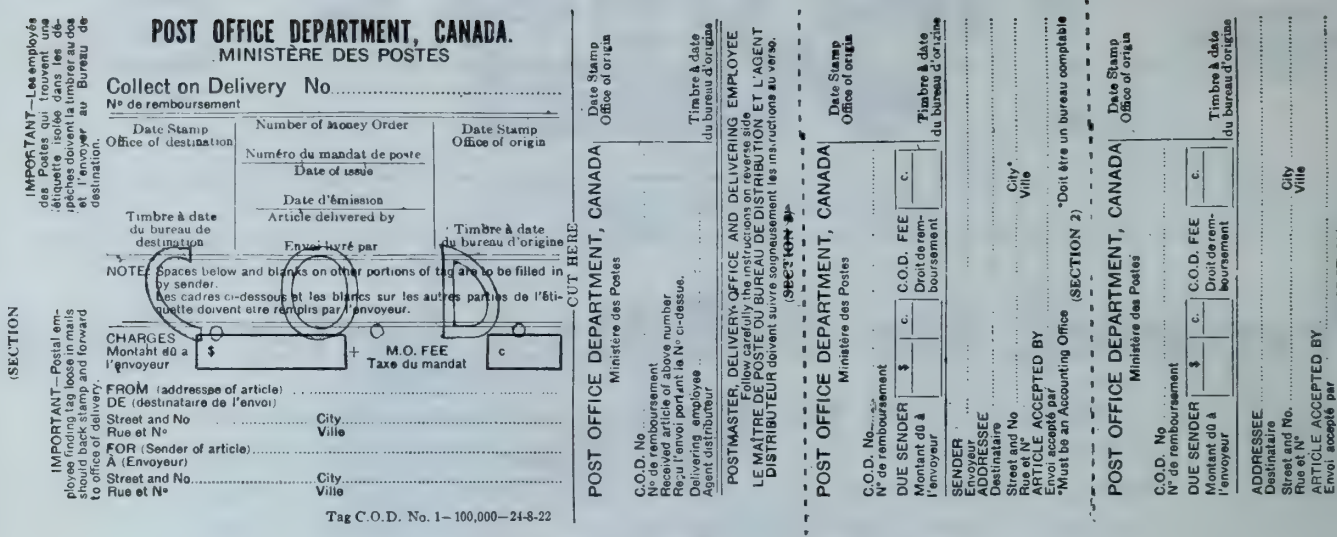
A study of the statistics showing shipments of insured parcels for the last thirteen months indicates some interesting facts. The totals indicate a gradually increasing trade during the last three months of the year. A dropping off with the advent of the new year, then a steady climb up until May, then a falling off during the three midsummer months, followed by the steady climb again in the fall. A comparison of the figures for October of this year with the same month last year indicates a considerable increase in volume of business this year. It will be noted that the increase in December, which obviously represents Christmas gifts, is chiefly in articles valued less than $5 and a small increase in parcels between $5 and $25, while there is a decrease in parcels valued $50 and over. The increase in the number of parcels in October of this year compared with last year is consistently maintained throughout the whole range of values. Some indication of the growth of mail order business by one of the largest Toronto firms is found in the fact that fifteen postal men are now constantly employed in the premises of this firm to attend to Parcel Post mail matter, this being three more men than were used at this time last year.

Another interesting feature is that the volume of parcels valued from $25 to $50 fell off considerably all year until the month of October. Parcels $50 to $100, while showing some improvement, are not yet back to the volume of the last months of 1921. These fluctuations bear a close relation to business conditions in those periods.

Much interest is being taken in the new regulations providing a C.O.D. service on parcel post, in effect since October 1. It was felt that because of the fact that mail order firms generally secure cash in advance in the ordinary course of their business they would not be much interested in this new feature of the Parcel Post service. However, the records secured by Hardware and Metal of C.O.D. parcels handled through Station "A" indicate the startling fact that city mail order firms are practically dominating the new service. During the month of October last 2,099 C.O.D. parcels passed through this station of which 2,093 were of less value than $50 and six were valued at more than that amount. Of this number 1,763 parcels, or 84 per cent., were those ordered on the C.O.D. basis by customers of a large city department store which operates a large mail

Shipments Under Insured Parcel Post From Terminal Station "A" Toronto For Past Year

1921	Under $5	$5 to $25	$25 to $50	$50 to $100	Total
October	8168	6633	2687	378	17,866
November	9080	8120	2650	360	20,218
December	15713	9225	2326	301	27,565
1922					
January	6317	4101	939	107	11,464
February	7055	4473	1039	134	12,701
March	8026	7777	1999	192	17,995
April	7581	7398	1952	193	17,124
May	7810	7798	1761	152	17,521
June	8154	6964	1040	111	16,269
July	7227	4632	632	69	12,560
August	7581	4906	947	81	13,518
September	7219	6489	1511	168	15,387
October	9090	8273	2132	191	19,686
				Total	219,874



TAGS USED ON C. O. D. PARCELS

From left to right the sections are for the following purpose—The upper part of the first section is filled in by postal officials giving number of money order which pays for the shipment, date of issue and name of carrier delivering the parcel, date stamp of the office of origin. A delivery number as authority for collection is placed on each tag. The lower part of the first section shows the amount of the charge, addressee of article, street number, sender of article and street number. The first section running crosswise on the tag is a delivery record. The postmaster of delivery office detaches this coupon and obtains signature of delivering employee. If the article is not delivered the coupon is returned when the article is returned. Postmaster at delivery office will retain coupon until article is again given to him for delivery. The second portion is the mailing record for the office of origin. The end portion is the Sender's Receipt on the back of which the C. O. D. fees are outlined.

order business as well. Of that number 104 parcels were from a competing mail order firm; 60 per cent. of the other 232 parcels were from wholesale woollen firms and the other 40 per cent. were from wholesalers of other lines of goods.

These records show that while the regular mail order business of such department store-mail order firms dominates the regular Parcel Post, that through the medium of their city newspaper advertising and other efforts they are able to link up with the C. O. D. system and thus provide the country with a combination almost as effective as the mail order catalog.

Investigating the subject as to whether or not mail order firms would be inclined to make wider use of the C.O.D. service by eliminating prices from catalogs, thus not being compelled to issue new catalogs or price lists except as new stock or style changes made it necessary, it was pointed out to Hardware and Metal that this was an unlikely development under the present regulations. The mail order firms were said by Post Office officials to dislike the C. O. D. regulations as applied to their business for a variety of reasons. In the first place few people will send for an article when they do not know what it will cost them until it is delivered and when, according to the regulations, they must pay for it before examining contents. Some amusing situations have already arisen in certain other cases where parcels have been handled in this service. In some cases parcels have been refused after being ordered and the onus is on the sender to show the carriers that he had a bona fide order to send the parcel out. In these cases the Post Office must stand the liability of carrying a parcel and returning it without charge. In certain other cases due to misunderstanding the person ordering the parcel had sent the money to the company immediately after ordering the parcel and on refusing to pay the carrier for it the parcel was held and returned to the sender. Postmasters in some post offices are not much acquainted with any business duties outside of identifying letters and they do not thoroughly understand the regulations. Another disadvantage to the new service was said

(Continued on page 58)

Joint Meeting to Discuss Taxation Measures

Joint Sessions of Manufacturers, Wholesalers and Retailers to be Held in Toronto to Consider Taxation Plans Which Will Remove Complications of Present System

A VERY important joint committee meeting between members of the Canadian Manufacturers' Association, the Wholesale Merchants' Association and the Retail Merchants' Association of Canada will be held in the Prince George hotel, Toronto, on Tuesday, Wednesday and Thursday, December 5th, 6th and 7th, to prepare a memorandum which will be satisfactory to the three organizations, and which will set forth their views with regard to a feasible system of taxation to replace the one at present in operation. The intention is to present these views to the government at the earliest opportunity.

An effort will be made to arrive at a plan which will produce sufficient, if not more, revenue than is produced by the present system, and which will remove a lot of complicated points that are now disturbing the trade. Special consideration will be given to the Receipts Tax, which comes into operation with the beginning of the year. Discussions at recent gatherings of retail merchants throughout the country have clearly established that the trade is absolutely opposed to this form of taxation and a wealth of resolutions have been forwarded to the office of the Dominion board, strongly urging the board to take all possible steps to have the tax abrogated.

The meeting will take the form of a round-table conference. The members will broach the subject with an open mind, having one object in view, and that is to raise the revenue required by the government, but to raise it in a way that will not be accompanied by the annoying features that the present system of application has created.

Discussing the prospects and opportunities of a meeting of this kind with the Ottawa representative of Hardware and Metal, E. M. Trowern, secretary of the Dominion board, Retail Merchants' Association, said: "The whole three organizations feel that it is their duty to consider problems that they are directly interested in, and with their knowledge of conditions that surround the three lines of trade, some plan can be devised which will be mutually beneficial both to the government of Canada and to the public generally, as well as to themselves."

"Individualism as a Factor in Affairs"

Is Subject of an Inspirational and Most Impressive Address Delivered by Sir Joseph Flavelle, Before the Canadian National Newspapers and Periodicals Association on the Occasion of the Annual Convention

TORONTO, Nov. 18. (Special).—Speaking at a luncheon of the Canadian National Newspapers and Periodicals Association the other day, of which organization Hardware and Metal is a member, Sir Joseph Flavelle, who was the guest of honor, declared that individual effort and achievement are the greatest elements in life. Sir Joseph was speaking on "Individualism as a Factor in Affairs." His address was inspirational and remarkably impressive. It was a call for the development of the individual man. Sir Joseph spoke as follows:—

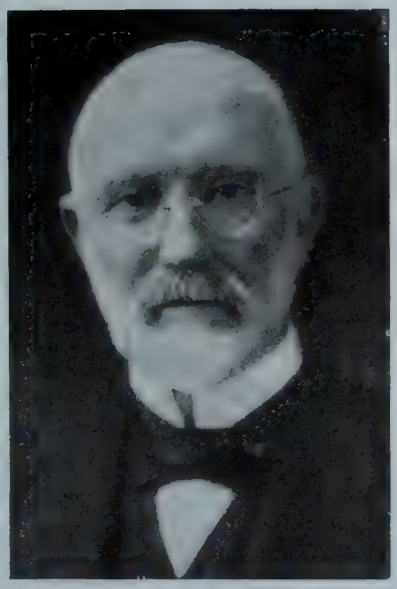
In emphasizing Individualism, I am not claiming for it a "cure-all." If we were discussing the whole broad issue I would give it its relative place, but in the time at our disposal I cannot do so. In stressing Individualism, I am only stressing one of the great underlying principles in affairs. I will introduce the subject with a few illustrations, and perhaps you will catch the drift of my thought.

In a book of Memoirs of a German Prince—one of the Hohenzollerns—the Prince tells of his experience with General Falkenhayn. The General is teaching him to ride, and after taking him across much rough country in which his heart nearly failed him, the Prince was brought up against a stiff obstacle. The General spat out: "Throw your heart across, the rest will follow." I think in this statement lies the interpretation of character. Our difficulties accumulate, and when the supreme one comes at the tail end, the test of a man is his capacity to "throw his heart across."

Lord Rosebery in his book of "Miscellanies" furnishes a copy of an address which he delivered to the students of the University of Glasgow, and in which the following appeared:

> "We had then (speaking of a period fifty years back) the terrible hand-to-hand struggle with learning on the one hand and poverty on the other, which embodied in a new form the competitive spirit of our ancestors, but which turned out indomitable Scotsmen, who had suffered so much, and who had done so much, that they needed and dreaded nothing in the battle of life."

He illustrates this by a fellow-craftsman of yours, Robertson Nicholl, the son of a Presbyterian minister, and now Sir Robertson Nicholl of the British Weekly. He won a bursary of £12, which took him to the University of Aberdeen. He spent £8 in fees, and had £4 left for his maintenance during twenty weeks in Aberdeen. He spent a shilling a week on lodging; his food was bread and cheese, and his drink treacle and water. Lord Rosebery says, by way of parenthesis—"I ask you to remember I am not recommending a diet, but recalling a character." Nicholl won out, even though he had to go through an Aberdeen winter without fuel or fire in his room.



SIR JOSEPH FLAVELLE

"And Its Name is Courage"

Sir James Barrie, in his rectorial address delivered at St. Andrew's University in May last, said to the group of young men graduating from the University:

> "I cannot provide you with a staff for your journey, but perhaps I can tell you something about it, how to use it and lose it, and find it again, and cling to it more than ever. You shall cut it—so it is ordained—every one of you for himself—and its name is Courage."

He illustrated this in a letter to him from Captain Scott of the Antarctic, written in the tent "you know of," where it was found long afterwards with his body and those of some other very gallant gentlemen, his comrades. The letter, in part, was as follows:

> "We are pegging out in a very comfortless spot. Hoping this letter may be found and sent to you, I write you a word of farewell. I want you to think well of me, and my end. Goodbye. I am not afraid of the end, but sad to miss many a simple pleasure which I had planned for the future in our long marches.....We are in a desperate state..feet frozen, no fuel, and a long way from food, but it would do your heart good to be in our tent to hear our songs and our cheery conversation.....Later (It is here that the words become difficult) We are very near the end.....We did intend to finish ourselves when things proved like this, but we have decided to die naturally without."

Barrie then took these young graduates to Gallipoli, and told of a young officer "dropped overboard to light decoys on the shore so as to deceive the Turks as to where the landing was to be. He pushed a raft containing them in front of him. It was a frosty night, and he was naked and painted black. Firing from the ships was going on all around. It was a two hours' swim in pitch darkness. He did it, and crawled through the scrub to listen to the talk of the enemy who were so near that he could have shaken hands with them, lit his decoys, and swam back. He seems to look on this as a gay affair. He is a V. C. now, and you would not think to look at him that he could ever have presented such a disreputable appearance, would you?" The officer was present, so that these University lads could look at the man who "threw his heart across" and the rest followed.

> "Fight on, my men, says Sir Andrew Barton,
> I am hurt, but I am not slain,
> I'll lie me down, and bleed awhile,
> And then I'll rise and fight again."

You say "These are heroic cases, incident to the war, effected by the war spirit." Let me give you one from humble life.

Two years ago, driving from Oakville to the city, in the morning, I picked up a passenger on the highway near the Goodyear rubber plant. It transpired that the man had served in the Great War. He had been invalided home from wounds, and he still had an unhealed sore on his back from shrapnel. He had secured a position at Goodyear's when business was active, and had bought a piece of land and built a shack on the Etobicoke. Then the bad times came in the rubber business, and he was laid off. He told me he had a wife and six boys, the eldest being thirteen years old. He had secured a job at the Dome Mines for the winter, and had been out that morning to tell a chum that he could secure a place for him, and was met with

the rejoinder "I'll starve before I'll go to the Dome Mines." It transpired that in the great explosion in Halifax, his wife's eyes were filled with powdered glass, and the surgeon found it necessary to remove both eye-balls, and in consequence, she was stone blind. The morning after her eyes were removed, her sixth baby boy was born. I said to him "Your wife blind, and six boys to care for—how do you get on?" "Well," he said, "We get on just about as well as we ever did. My wife does all the work at home, washes, irons, mends the children's clothes, keeps the house as she did before she lost her eyesight. When we came to Etobicoke, the neighbors saw my wife putting clothes on the line, and were told she was blind. They hesitated to believe that it was possible. She is keen to go to Dome Mines, stating that we will get free fuel for the winter, and be that much further ahead in the spring." This woman could have said that she was part of the war wreckage, that someone ought to take care of her children and her home, but she had the fighting quality in her, and said "I have a husband and children, and a home; I will take care of them." As we separated in the city, my soldier friend said, "I am sure if you were to come with me now to my home, you would find my wife whistling or singing."

Not Towards Self-Reliance

You will agree with me I am making no overstatement when I say the spirit of the present time is not running in the direction of self-reliance. The popular view writes off the individualist as a selfish beast, who thinks for himself, works for himself, and who shirks responsibility for his fellows. As a theory of life, individualism has developed mean selfishness, and its advocates are frequently neglectful of those who are less strong and less able to take care of themselves. It represents, however, a vital principle of personal responsibility, upon which, whether they know it or not, the world of men and women rest and depend. It bases its advantages upon its discharge of this responsibility, through hard, determined, unflinching personal effort.

Dependence Upon the State

Lord Rosebery said this further thing in his address to the students of Glasgow University:

"As things are, we in Scotland do not take much, or even ask much from the State, but the State invites us every day to lean upon it. I seem to hear the wheedling and alluring whispers 'Sound ye may be, we bid you be a cripple. Do you see? Be blind; Do you hear? Be deaf. Do you walk? Be not so venturesome. Here is a crutch for one arm, when you get accustomed to it you will soon want another. The strongest man, if encouraged may soon accustom himself to the methods of an invalid, he may train himself to totter, or to be fed with a spoon. The lesson of our Scottish teaching was 'level up.' The cry of modern civilization is 'level down.' Let the government have a finger in every pie, probing, propping, disturbing. Every day the area for initiative is being narrowed, every day standing ground for self-reliance is being undermined, every day the public infringes on the individual, the nation is being taken into custody by the State. I should like at least to think, that in one powerful city, youth was being reared to know that most of what a man has to do in the world he must do for himself, and that it should produce men and women who shall look not to external or even legislative support, but to themselves for their success in life. May the tone and note of this University be independence and self reliance. May it produce not merely scholars, but men."



—ON THE WAY

A TORONTO HARDWARE SALESMAN

Says that as he picked up his grip to leave the room of a New York hotel, while on a recent visit there, he noticed the usual sign reading, "Have you left anything?" After paying his bill at the desk he returned to his room and corrected the sign to read, "Have you anything left?"

The reliance placed upon what governments can accomplish is pathetic, and the frequent determination of even thoughtful men to turn to government or to legislature, for relief in business and other troubles is part of the daily experience. Manufacturers call for the Department of Trade and Commerce to find export business for them. Farmers call for government controlled and operated Wheat Boards at the public risk, and with transportation charges relieved at the public expense. Labour seeks to secure through legislation, shorter hours of labour, assured employment, and minimum wages, and the people generally, through public ownership or government control are to be delivered from the tyranny of private enterprise.

A recent writer stated:

"Our Social Reform schemes are conceived on a theory of pleasure economy, but history and evolution show that man has come up through a pain economy—he has struggled up—found his way up through never ceasing effort and struggle and battle. Man is at his best rowing hard against the stream. In our facile plans for the future of society, no place is found for sacrifice, yet in all the long history of mankind, sacrifices had a conspicuous part. We are planning to rely too much upon social and political machinery, and we underestimate the importance of physical health, education, and the sense of individual responsibility. No society will survive without the integrating motive, which consists not 'in not having,' but in doing one's full share. The world is stirred to-day by powerful centrifugal forces like a whirling wheel, which will fly into pieces unless it is held together by equally powerful centripetal forces. These integrating forces are measured self-control, obedience, respect for law and authority, restraint, limitation of desires, the feeling of obligation. We have a superabundance of vital energy—what we need is vital control."

Dependence Upon Organization

If you consult with a company of your associates in business for the correction of weaknesses or the increase in production, the usual result is that your officers will say "Give us more machinery and a larger organization." It is a rare thing for the men on the working lines to say "We will learn to work harder and more intelligently, and to make greater use of the existing organization and machinery." When the United States came into the war, the President made a call upon business men to assist the nation, and there came to Washington probably the greatest aggregation of executive capacity that was ever gathered for public service in one city. They came from all parts of the Union. They sat for weeks and months, not knowing what to do. Under the American system, the Chief of Ordnance is responsible for the production of munitions of war. I said to him, "We have had some experience in Canada during the war in making use of business men for purely business purposes. If you will draft these executive men whom the President has brought into Washington to carry on the business for you, your engineers can prepare the necessary specifications and furnish the needed technical inspection, in which case I think you will secure excellent results. This is the present British practice. They tried what you are doing, but had to drop it. Their army officers and engineers now prepare designs, and furnish inspection, but business men have charge of production." He replied "I will not pass over to a body of business men what this Department should itself perform." So he built a very wonderful organization, housed it in excellently constructed buildings near the White House. The organization reached, I be-

lieve, as high as twenty-two thousand men. There were miles of blueprints illustrating the organization. There were, however, few if any, American shells fired during the war, and few, if any, American guns in service. Charged with the same duty in Ottawa, we had been at work for a year or more when someone asked for a plan of our organization. I replied "I fear we have not prepared one. In securing production of munitions of war, we have not thought of preparing a plan."

There is another aspect of this question of "Dependence Upon Organization" that is impressive. The Ford plant at Detroit is a wonderful place. You take off your hat to the men who have organized it, but looking at it from another side it is the most dis-spiriting place possible. Each man repeats the same operation on a piece of material passing before him upon a moving belt. He turns a screw, bores a hole, or does some other single act repeated all day long. As one looks at it one thinks of the noble profession of craftsmanship. I am not saying this to make light of the Ford organization, but to direct attention that we are living on our capital of craftsmanship, and one wonders what will happen at some later time when all these one-job people are called upon to do some other work. This organization of repeat work kills the development of the craftsman. He is simply a cog in a huge operating machine, and we are in danger of forgetting that a man is a man, and has a right for all round development.

A few years ago, three gentlemen from a town on Georgian Bay, called on me and said, "We desire to establish a packing house plant in our town, and want to talk to you about it." They submitted their plans, and we had an interesting hour together. These men had hitherto been somewhat bitter opponents for the North Shore trade. I asked them "Who is to manage this business?" and they replied, "Oh, we will all do it." After they had gone, I said to Mr. William Davies, "These people will come to grief; they have an impression that by building a house, and organizing with some sort of general oversight from themselves, that it will go itself. They will come a cropper." The plant, which cost five hundred thousand dollars, has been closed up for the past ten years or more.

I remember during the War, that manufacturers of munitions in this

This Booth Brought Valuable Prospect List



A GOOD DEAL has been said about hardware merchants using fairs for the purpose of exhibiting their hardware stock. Dunlop & Company, Ltd., Pembroke, Ont., retail hardware merchants, have consistently recognized the importance of such exhibitions and this year their booth, as illustrated herewith, was very productive and well justified itself. The booth as arranged by F. V. Ryan shows a grouping of distinctly Fall lines, those which are moving actively right into the early winter months. It includes electric fixtures, oil and electric heaters, coal, wood and electric ranges, tools, bathroom fixtures, vacuum cleaners, electric washers, guns and ammunition, kitchen utensils, silverware, varnish.

These are household lines in which special interest is centered at this time of year and lines which it is necessary to more definitely link up with the hardware trade. Hence it was an effective display to make at a fair. This exhibit was made at the local children's fair. A unique feature of it was the staircase finished in white and mahogany. This not only served as a sample of paint and varnish in use but served as a splendid basis for a display of silverware of interest to the housewife. Much interest was shown in electric fixtures due to the fact that much house renovating was under way and the dark evenings coming when fixtures are used more. Bathroom fittings and tools were shown affixed to the walls and served as an apt reminder to many onlookers of their requirements. It is found that a considerable trade in tools is made by appealing to men handy at odd repairing or renovating jobs around the house. This is based on the point that good tools enable much higher grade work to be done in less time than by making use of old tools of days gone by and now unfitted for good work. Many housewives were keenly interested in electric ranges and in kitchen utensils shown with the ranges.

Quite a number of direct sales were made at the booth, but probably the most valuable feature was the securing of a list of prospects on whom effort will now be concentrated.

Province formed a munition section of the Manufacturers Association. The President and Secretary came to Ottawa to lay their views before the Chairman of the Munitions Board. They stated: "Your revised prices for shells are too low. They cannot be made at a reasonable profit. We represent three hundred and thirty manufacturers, and we are expressing their view when we say it is necessary that we should have a higher price." I said in reply, "I am sure you are wrong; if the purpose of your organization is to secure higher prices, you do not need an association of manufacturers to convince the British Government that they should give a fair price for work done in Canada. What you have not known is that through the courtesy of a number of manufacturers, we have in detail the cost of producing various sizes of shells in their plants, and the prices we have fixed are based on their experience and upon their statement that they think the price a fair one. You will perform real service with your Association if you will co-operate, and those who have greater experience assist those who have less, in establishing better production with the same overhead. You will make more money, and you will assist a hard pressed British treasury." It has always appeared to me that one of the dangers of the Manufacturers Association was that it led to dependence upon assistance from outside, and did not look enough toward improving business from the inside. I have never believed in Trusts, nor been a member of a Trust or combination—not because I thought they could do much harm to the consumer over a length of time, as sooner or later the spirit of competition took care of that side, but that the harm came to the consumer because men depended upon the organization in place of trained judgment developed under the stress of necessity. I remember a manufacturer during the War saying "You will fall down in the delivery of munitions unless you pull these infernal munitions inspectors out of munitions plants, as they try to impose all sorts of ridiculous standards upon the manufacturer." I asked the Chief Inspector to send his senior officer to this plant, and to bring back a report. Upon his return, I had the manufacturer join in the conference. Complaints had reached the Board from the British authorities that the ammunition boxes pulled apart under stress because the screws did not hold. The Chief Inspector said, "My officer went into this manufacturer's shop at the finishing end, and inspected the boxing of shells. The workman was driving the screws in the boxes home with a hammer. The inspector asked him 'Do you permit that?' 'Permit what?' came the reply. 'Permit screws to be put in your boxes in that manner?' And for the first time the manufacturer saw it. He said 'You damn fool, what are you doing that for'?" Similar conditions were found all over this man's establishment. The correction of his troubles lay with himself, and did not arise from unreasonable standards set up by the Inspector.

Another Type of Co-operation

Prior to the War, I was asked to speak in the town of Ayr, where they had a very active Farmers' Organization and Women's Institute. The subject of my address was "Co-Operation," and I fear the Company was disappointed in the type of Co-operation I recommended. The Chairman of the meeting had been one of a group of some twelve hundred farmers, who had gone to Ottawa from all parts of Canada to prefer a plan about something—the nature of it I have forgotten. I said to them, "The Chairman of this meeting was one of a Company who went to Ottawa. I am not passing upon the question, whether what they wanted was right or wrong, but I would desire to say to him, and to you who are farmers present, that if every man in the Company w went to Ottawa had in place of going there to seek for remedy, formed themselves into a league, each with his neighbor and he in turn with his neighbour, to fight bad weeds, to cultivate the land better and deeper, to use better seed, and to get rid of their scrub cattle, they would make more money for themselves and add far more to the wealth of the country than by anything which they, or twelve times their number could secure from Ottawa."

Take Labour. We know the abuses under which Labour suffered, and respect the causes which led to the organization of Unions, and the redress of many wrongs made possible only through the pressure of organized Labour, but there has developed an insistence for collective bargaining, the closed shop, the sympathetic strike, and the policy of Ca' Canny. Redblooded men are told that they must lower their output. Any action which through the force of organization levels the good man down, is a menace to society. The control of the spirit and purpose of a man, and his responsibility is with himself, not with his neighbour, his Union, his Group, his Party, or the Combination to which he belongs. It is a frequently forgotten truth from which there can be no deliverance "Whatsoever a man soweth, that shall he also reap." The question was

(Continued on page 54)

Right of Merchant to Return Goods Involved by This Decision

THE findings of a Manitoba Court in a suit recently brought by an Ontario manufacturer, against a merchant who tried to return goods, will be of general interest.

The defendant gave a written order for several cases of boots to be made up with a special style of sole and to be shipped February 1, 1920. Shipment was not made until some two months later, but the goods were received by the defendant in ample time for the spring trade. The defendant took delivery, but on April 12th wrote to the plaintiff stating that he wished to cancel the order and asking that the goods be taken back, alleging that they were not up to sample and were damaged when received. The manufacturer declined to take back the shipment, but the customer returned them, on the grounds that they arrived too late, were not up to sample, and were damaged. When the goods arrived back at the original point of shipment, the manufacturer refused to take them, on account of their condition, and brought action against the customer to secure payment. It was found that two of the boots were literally eaten to pieces as by sulphuric acid. One case was without cartons and contained much floor waste. Although the customer stated under oath that he had opened only one case, the entire shipment was returned in paste board cartons of a Winnipeg concern. The shipping weight on the return trip was some 54 pounds less than the original weight, and seven pairs of boots were missing.

The judge found:

1. The goods were sold by sample and description.

2. The goods were manufactured in accordance with the order and well up to sample description.

3. The goods were delivered to a common carrier in good condition and properly boxed.

4. The substance that destroyed the two pairs of boots got on them either in transit or in the hands of the defendant.

5. The goods reached the defendant in time for spring trade.

Judgment was given for the plaintiff with costs, so that the customer was obliged to pay a very considerable amount for storage charges, to take the goods in their present condition, to pay the full amount of the invoice and interest (although prices now are much lower than at the time the goods were invoiced), to pay at least two-thirds of the cost of the litigation, and to pay his own legal expenses. The stand is taken that an order cannot legally be disregarded, and that it may be very costly to attempt to evade responsibility, because of price changes, business conditions, or other reasons, for orders accepted and executed in good faith by manufacturers.

Early Preparations for Xmas Trade

Wholesalers Report Active Booking of Seasonable Lines by Retailers—Christmas Trade in Electrical Goods and Specialty Hardware Lines Expected to be Big—Toys Will be Featured—Gifts of Utility Will Again Predominate

FROM early indications an active trade may be expected this year during the usual festive season at Christmas time. Fall trade has opened up quite satisfactorily, seasonal lines moving well throughout jobbing circles. In discussing this recently with a Montreal wholesaler, Hardware and Metal was informed that while dealers generally were buying in a conservative way, the month of October would show returns comparing favorably with past years and lines which sold well to swell the total were goods usually receiving a heavy call at that time. Included among these, electrical goods and auto accessories were given special mention. Electric heaters, grills, flashlights, lamps and other fixtures were in brisk demand practically all through the month.

Continuing, this wholesale merchant stated that there was every reason to believe that business would continue along satisfactory lines until the end of the year at least. Retail dealers had now become accustomed to the requirements of their customers, which had been a little different in recent years on many commodities to times before the war, and were in a position to conduct their business in a more satisfactory way for all concerned. Then, too, the buying public were again drifting to the more receptive stage and were purchasing hardware goods which have more or less been classed as specialties. An instance of this, which might well be taken, was cutlery. Cutlery, for years past, has not been selling in anything like the volume evident a few years ago, and many merchants who formerly conducted a neat, well-stocked department in their store were forced to abandon it to a degree. Conditions which brought about this were now fast disappearing, such as high prices and inability to procure.

With such an optimistic outlook it would appear that Christmas trade this year might be looked to with confidence, and dealers who have suffered have an opportunity to make a big stride toward records which are due to the hardware store at this season.

Toys As a Feature

Many retailers in Quebec province feature toys, believing that apart from reaping a benefit through their sale, they offer a lead to all other merchandise at the holiday period. In other words by catering to the child they thereby secure the custom of the parents. Toys are featured in some stores to the extent that one-half of the store is set aside for their display. Where kitchen utensils and other household goods occupy the floor space during the remainder of the year, toys are given a spacious and attractive showing.

Having regard also for the fact that toys often become soiled to the extent that they become unsaleable when on display all the year round, different merchants are in the habit of bringing them out around the first of December and again packing them away directly after the New Year. When presented with the question of toys not producing a wide enough profit to warrant stocking, one merchant offered the opinion that this was one of the main reasons why some merchants found them a non-paying proposition. Loss through damage and soiling was heavy, but it could be largely eliminated if they were put away when the sale for them was very limited.

Hardware Lines As Presents

Whether toys are carried or not, it is well recognized that the hardware trade offers a very wide range for gifts both to young and old apart from them.

Showcards for the Christmas Window



The Christmas spirit can be reflected very largely in the get-up of the window cards used in the display of Christmas hardware. Here are some suggested cards which can be prepared very easily by anyone handy with the pen and which will do much to stimulate early action in the buying of gifts.

What You've Been Waiting For

Announcing the 1922 Hardware and Metal Xmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

Test Your Salesmanship By Dressing a Better Xmas Window Than This!



EVERY retail salesman of hardware has a certain pride in his ability to secure the prospect's interest and develop him into an enthusiastic customer, but no matter how competent we may be in that direction there is still something for us to learn.

Participating in the annual Hardware and Metal Christmas Window Contest is a splendid means of comparing selling ability through the medium of the window display. This is a good opportunity to test out your original selling methods and see how they compare in effectiveness with those adopted by other merchants.



A window of Christmas gift suggestions which won high place in other contests last year in addition to being second in the group of 5000 and over in the Hardware and Metal Christmas Window Contest was this one by E. Rahn of the Bond Hardware Co., Guelph, Ont. It includes a wide range of silverware, cutlery, cut glass, etc., all neatly priced and carefully arranged with a very attractive background of panels with suitable Christmas decorations. Some neat cards urge onlookers to "do their Christmas shopping early."

Hardwaremen Discuss Many Troubles

Lively Session of Toronto Hardware and Paint Club Discuss Many Trade Evils—Sec. Macpherson of O.R.H.A. Says Efforts Are Having Effect and Problem of Too Many Stores Will Solve Itself—Retailers' Connection is Big Asset

A LIVELY discussion, not unlike that of a real live Question Box session, took place at the monthly meeting of the Toronto Hardware and Paint Club, held at the Prince George Hotel this week. The question of the number of hardware stores in Toronto and that of wholesalers selling direct to the public, also of manufacturers selling goods through channels other than the recognized channels of distribution for hardware, were among those discussed.

Addresses were also given by President George May, of the Ontario Retail Hardware Association, by Secretary W. F. Macpherson, of that association, and by G. D. Davis, Hardware and Metal. Secretary Macpherson dwelt on the responsibility of the hardware merchant as a citizen, pointing out that the hardware merchant can be a distinct asset or liability to his community. President May told of a number of new ideas which he had recently adopted which had produced surprising results in the way of business.

Deals With Trade Questions

G. D. Davis covered a number of trade questions and also answered a large number of enquiries made by various members of the association referring specifically to many of the complaints now heard from certain retailers regarding conditions in the hardware trade in Toronto. He stated that in many cases those who were complaining the most would find the trouble, or a large part of it, was within their own store or organization and that lack of efficient selling methods was one of the greatest troubles with a lot of Toronto hardware merchants at the present time.

A number of the members present gave various experiences which they had had with wholesalers and manufacturers who are alleged to have sold goods direct to the public and who are also alleged to have demoralized trade in certain communities through injudicious placing of merchandise in the hands of certain classes of trade who were unqualified to make a success of selling these lines.

Allan McNeil, hardware merchant of Mimico, Ont., was admitted to membership in the club. Discussion of the question of a suitable meeting night resulted in a change of the constitution providing that the meetings will be held on the second Tuesday of each month instead of Monday.

Discussion of the situation caused by the large number of new hardware stores opening up in the city, as introduced at a former meeting of the Toronto Hardware and Paint Club, was renewed at the meeting of the organization Monday, when reports were received from the committee of three concerning progress made in interviewing wholesalers and manufacturers on the subject.

One member of the committee reported an interview with a wholesale hardware firm in which he had pointed out that many retail hardwaremen would not deal with that firm because of their practice of encouraging new stores to start business and their practice of selling consumers at wholesale prices. This firm was reported to have admitted the practice but that they were anxious to stop it if they could be shown how to do so. While not much satisfaction had been secured, this member of the committee felt sure action would be taken, and, in fact, had already been taken by the fact that within the past few days a customer who came to his store and bought 100 nuts for ⅜ in. bolts stated that he had been in the habit of purchasing at the wholesale firm in question but had just been turned down for the first time. Another retailer present added weight to this deduction by pointing out while in the warehouse of this wholesaler in the past few days he had seen two cases of people turned away when attempting to buy at wholesale price. One of the officials of this firm had pointed out that in some cases those placing legitimate wholesale orders came to make purchases for themselves and sometimes brought some friends along. It was difficult to turn them down abruptly, but a policy of charging a price equivalent to that of the retail store would, he thought, serve as a definite check upon such trade. This wholesale firm is said to have assured the committee of its co-operation in eliminating this practice as far as possible.

Bought Gun At Wholesale

The committeeman also cited a case of a customer who, while being served in his store, picked up a recent copy of a wholesaler's catalog quoting prices to consumer and noted a price of $82.50 for a gun. He enquired what allowance the retailer made, and on being told that this was the price, he replied: "I bought one down at the wholesale hardware for $41.45."

George May had some sympathy with the customer and the wholesaler in this case, pointing out that few hardware stores in Toronto carried a stock of such guns. He thought there was more excuse for this than in the case of selling something such as a mop. F. R. Jackson thought this trouble could be overcome in the same manner as with stoves and certain other utensils, where, if the retailer does not carry a stock, he sends the customer to the wholesaler or manufacturer and is given some credit on the sale. President Joy stated the stand of the organization was that there was no objection to that gun being sold if it was sold at retail price. He was of the opinion that the stand taken by the association, namely that the function of the wholesaler is to sell to the retailer and not to the consumer, would cover the case.

Too Many Hardware Stores?

In introducing the discussion on the subject of the number of stores in Toronto, President H. N. Joy commented upon the report which appeared in the October 21 issue of Hardware and Metal of the discussion of this subject as commenced at the former meeting. "The report was handled well, missing nothing, was very fair and yet prepared in such a way as to give no offence," said Mr. Joy. The association went on record at that meeting agreeing that there was a problem involved in the number of stores opening up in various city and suburban districts, and the committee, as outlined, visited wholesalers and manufacturers to discuss the subject. There were said to be approximately 250 hardware stores in the city now, of which 75 had started in the past year.

Another member of the committee reported that one manufacturer called upon pointed out that the situation would rectify itself; that there had been two failures of stores which were opened where possible business was not such as to justify them, and that there would probably be more failures of such stores before next spring. All of which would serve as a warning that more care must be exercised and more capital be at the disposal of the prospective hardware merchant.

"We did not expect that wholesalers would refuse to sell anyone who had the money to buy a hardware stock, but what we protested was the wholesaler putting in stocks, and they assured us they were getting the money for all stocks which they were now putting into new stores."

This member of the committee thought the discussion would serve to show

wholesalers the importance of going carefully in encouraging new stores. Wholesalers were reported to be watching credits very carefully now, and to have stated that they will watch any new stores very carefully for signs of weakness.

Doesn't Blame Wholesaler

The third member of the committee reported that, after several interviews with wholesalers, his opinion of their stand was that they did not encourage the opening of new stores but if these stores do start up, of course, the wholesalers will sell to them. "I don't blame them for that," he added. One wholesaler was reported to have said that where the smaller merchant cannot compete with the larger retail hardware firms in supplying builders' hardware, for instance, they will deliver the necessary stock to the job on the order of the smaller retailer and allow him a percentage on it. "We cannot stop anyone starting a hardware store," he stated.

Mr. Joy, the president, reported that without exception wholesalers and manufacturers who were interviewed agreed that there were too many stores in the city and suburbs and they were anxious to help regulate the matter from the standpoint of new ones contemplating entering the business. Those already in the business would either progress or gradually fall out through inefficiency. Mr. Joy stated that many persons entering the hardware business knew nothing of the conditions, oftentimes they were influenced by seeing a hardware store filled with customers on a Saturday night or other busy time. The wholesalers were said to have admitted that travelling men were keen to put in opening stocks, and that, therefore, the retailers should take steps to draw the attention of the club to instances where opening stocks were being put in stores where conditions did not warrant their doing business. In some instances, no doubt, the prospective merchant forced the hand of the salesman by pointing out that if he did not get it from him he could get it elsewhere. Mr. Joy's suggestion was the appointment of two members of the club in each locality to report on the probable opening of new stores. Such instances would be drawn to the attention of the wholesalers who, it was felt, would co-operate in keeping down the multiplicity of stores which, it was claimed, was more costly to wholesalers through having to split orders into smaller quantities, larger delivery charges and higher accounting expense.

Eliminate Publicity

"One wholesaler," stated the president, "had Hardware and Metal on his desk and had been studying it, particularly the report of the last meeting of our club. He knew why we were coming." This wholesaler was reported to have favored eliminating all publicity of this matter for fear the public would imagine the Toronto hardwaremen were endeavoring to get a "corner" on the trade. The retailer took issue with this on the grounds that the matter could only be righted by having a broad discussion of it. They were facts, they claimed, and there was nothing to hide. It was a serious matter for those who entered the business with little capital and lost it through ignorance of actual conditions. Mr. Joy told of one case where a hardware stock changed hands six times and most of the capital represented was lost each time. In another case a store was closed after two days of business, the "merchant" remarking that he "had been fooled."

"I think the subject should be treated as Hardware and Metal has treated it, by reporting the discussions," said Mr. Joy, "so that those in the trade in other parts of the country who contemplate coming to Toronto to enter this business should know the facts."

One member thought the trouble was not so much that there were too many stores but that new ones starting almost invariably do so with new stores. He thought it strange that those entering the business did not buy out old established stores, there being a good selection of both small and large stores available from time to time.

The suggestion had been made to wholesalers that they recommend such action but the reply had been made that those entering the business, in most cases, had only a few hundred dollars and could not finance an established business.

There was some discussion of the importance of opening orders to travelling salesmen. Mr. Joy, on asking a wholesaler if travellers were compelled to get opening orders to raise their sales to the level on which they could be paid a good salary, was told that salesmen were not paid on this basis.

Encroachment of Drug Stores

At this point there was some feeling that there were other problems of more pressing nature before the trade, such, for instance, as the encroachment of the drug and other trades upon hardware lines. Messrs. Jackson and Mathewson Sr. pointed to the practice of drug stores in selling shaving brushes, strops, flashlights, cutlery and even paint, and they were said to have an unfair advantage by being allowed to sell on Sundays.

George May disagreed that effort should be made to stop drug stores from encroaching in this manner, pointing out that the hardwaremen should give the druggist more competition for such business and meet him three-quarters of the way. "We put on a safety razor blade sale at 39 cents, the same as our competing druggist," said Mr. May, "and we sold hundreds of packages and made more money on them at that price than at the usual 50 cents per package."

As an illustration of how goods could be sold, Mr. May stated that he had recently placed in his window a display

"By November 20th Our Store is in Full Christmas Regalia"

Says J. N. Trudel, Manager Hardware Department McKinley & Northwood, Ottawa, Ont., in Outlining Some Helpful Selling Hints for Winter Sport Goods, Toys and Games for Xmas, etc.

There are some Novel Suggestions Based on Actual Experience in This Timely Article to Appear in Next Week's Issue of Hardware and Metal.

In Addition there is Likely to be Something Said in this Issue Concerning—

"Lowering of Insurance Rates on Automobiles Equipped With Certain Auto' Accessories."

Watch for These Big Articles in NEXT WEEK'S ISSUE.

stand in the form of a series of small boxes which were arranged around the outer edge of the show windows. These compartments are about 6 inches square and they feature many small lines such as skeleton keys, basin stoppers, drawer pulls, small padlocks and such lines which can be easily displayed. A price ticket is placed in each compartment.

"I have been amazed at the number of sales that have been made from this display," says Mr. May. "One time we bought skeleton keys by the dozen, now we are buying and selling them by the gross, as the result of placing them where people can see them. We used to buy small rubber basin stoppers by the dozen and now, as a result of displaying them, we are buying them by the gross. The same thing applies to any other lines which we have on display in our store."

Sells To Grocers

One member drew attention to the practice of a certain aluminum ware manufacturer in selling preserving kettles to grocers in competition with hardwaremen. On finding this in his community he returned the shipment which he had just received from the aluminum ware manufacturer. He suggested that other merchants follow his practice in seeing the travellers and telling them that if they sell grocers in his vicinity he will stop buying from them.

A Danforth Avenue hardware merchant, whose company also operates another store, complained of the action of an enamelware manufacturer who had sold his products to stores within a few doors of him which he considered to be unsuitable for the sale of enamelware. He stated that he liked the product of this manufacturer but felt that the latter was forcing too much competition upon him. He wanted to know what he could do under the circumstances, and the only suggestion offered was by another member to the effect that he purchase another brand of enamelware from another manufacturer.

A unanimous vote was given that the officers of the club were working along the right lines in their efforts to meet the problem of too many stores opening in the city, and they were authorized to extend their efforts in that direction.

One member stated that he would like to express his appreciation of the way Hardware and Metal had taken up the question of the smuggling of motor accessories as outlined in an issue of a few weeks ago. He stated he was glad to see that results had already been secured in the action taken by the Customs officials at various points along the border during the past two or three weeks.

Survival of the Fittest

George May, as president of the Ontario Hardware Association, spoke briefly, introducing Secretary W. F. Macpherson, of Prescott, who spoke as follows:

"I think your taking this matter of the number of hardware stores up will have its effect. It is a hard problem and not alone existing in the hardware business. Eventually it will be a case of the survival of the fittest. In towns the merchant's connection is the big thing in holding trade. Apparently in the city a man puts in a stock and opens his door and if no one comes he is discouraged right away. The matter of connection is just as important in the city as in the town."

Here Mr. Macpherson referred to the necessity of every merchant considering whether he is an asset or a liability to his community by the extent of his interest in local affairs. By so doing he would strengthen his position, get larger business and have a surer clientele. Showing the importance of the retail trade represented by the merchants in these organizations, Mr. Macpherson pointed out that the buying power of the retailers in the Ontario Retail Hardware Association numbering just under 700, was between forty and fifty million dollars a year.

Mr. Macpherson briefly outlined plans for the coming convention of the O. R. H. A. in February, which is to be the "biggest and best in history." The armories in Toronto, which have been secured, will accommodate sixty more exhibits than the accommodation in Hamilton. A very instructive program is being arranged, a feature of which is the securing of Frank Stockdale, noted retail merchandising expert, to give some practical solutions to problems facing the trade.

Mr. Macpherson also referred to the efforts of the association to create better conditions in hardware stores of members of the association through the more general use of the Association Price Book which, if followed, will enable the hardware merchant to secure a better selling price on many lines of hardware. He stated that the few who were not satisfied with the service were those who had not made use of it as was indicated. The great majority of the members were highly pleased with the service given by the association.

Wholesalers Getting More Careful

Referring to the relations of the retailers with the wholesalers, Mr. Macpherson stated that, from his observations, the wholesalers were getting more careful as a result of the objections made by retail organizations to certain practices. He thought the present system of merchandising was alright provided everyone worked in proper relation to the other. Mr. Macpherson suggested that wholesale firms hang up a sign reading "Strictly Wholesale" in their offices and live up to this.

President Joy then called upon G. D. Davis, Manager of Hardware and Metal, who with H. L. Southall, Managing Editor, attended the meeting. Mr. Joy referred to the work which Hardware and Metal was doing in the hardware trade throughout Canada, also to the fair manner in which problems of the hardware trade are handled. He asked Mr. Davis if he would speak on developments in the hardware trade and also on some phases of the discussion which had previously taken place. Mr. Davis spoke in part as follows:

"Your president has stated that I have missed two or three meetings of your Club. The reason is, that I have been attending conventions in other parts of Canada, and in the United States, and

(Continued on page 51)

Displaying of Hardware Will Offset Efforts of Peddlers

MANY dealers are complaining of the canvassing or peddling of certain classes of articles to house-holders, claiming that merchants or storekeepers are paying rent and taxes to help keep up their home town or city. It is really too bad that this habit has grown considerably during the past few months, and ladies of houses are largely responsible by encouraging this class of canvassing by even looking at goods.

There is hardly a line worth mentioning that cannot be purchased for less money at any regular hardware store.

On the other hand, dealers are more or less negligent in not displaying these household requirements where shoppers can see them, with price tickets on, and the Retail Hardware Dealers' Association should take some definite action to try and have this nuisance stamped out. Some proper official representation should be made to Provincial or Dominion officials.

It would not take long to have the matter adjusted. As many as three different classes of peddlers have been seen on one street in 24 hours, with practically the same line of goods, from different distributing centres.

If it is not brushs, it is some brand of aluminum wear, a floor mop or wall duster. Women must be getting tired of answering the door bell, only to find another kind of goods offered at twice the retail dealer's price.

What is every dealer's business has drifted to nobody's business. Each depends on the other fellow to do something, but nothing is done.

If not soon curbed this will drift into many other lines of hardware, and dealers should try to have a remedy applied before it is too late.

(Signed) FAIR PLAY.

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

Hafford, Sask:—E. C. Bowers has moved to Riddell, Sask.

St. Vital, Man.—W. J. Douglas has commenced a hardware business.

Frank Slough, hardware merchant of Veteran, Alta., was a Calgary visitor during the week.

R. R. Sutherland, of Sutherland Bros., hardware brokers, Winnipeg, is visiting his principals in the East.

A. M. Berryman, manager of Metals Ltd., Calgary, spent a few days this week visiting their Edmonton branch.

Clifford Wilkinson, manager of the Wilkinson Hardware Store at Stettler, Alta., spent the last weekend in Calgary.

Bill Hammonds, of the Canadian Fairbanks-Morse Co., Winnipeg, is attending the Automotive Equipment Show which is being held in Chicago.

E. M. Adams, general manager of Wood-Vallance & Adams Ltd., Calgary, is on a business trip to Cranbrook, B. C., and other Crow's Nest Pass points.

George W. Endress, of Moncrieff & Endress, manufacturers' agents, Winnipeg, is attending the Automotive Equipment Show which is being held in Chicago.

J. Hossack, of the Lufkin Rule Co. of Canada, Ltd., Windsor, Ontario, has just returned from a business trip throughout the West and states that business is showing a decided improvement and that larger orders for rules have been placed this year than for many seasons.

The Alex. Martin Sporting Goods Co., Calgary, have moved from their old stand to premises two blocks west, and very central to the best shopping district. The new stand, besides providing more space, is modern throughout, with good display windows and shelving, and stock is laid out in a most attractive manner.

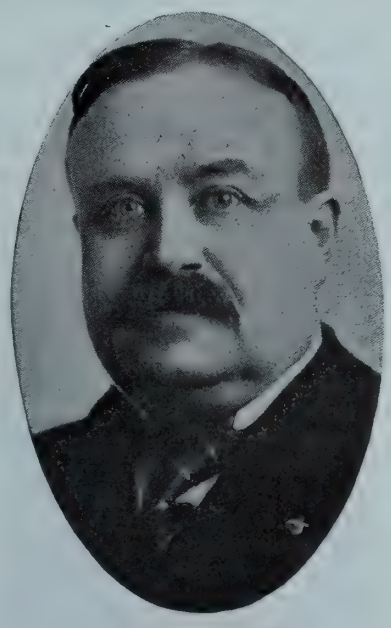
With fifty members present, Saskatchewan members of the Northwest Commercial Travellers' Association elected the following officers to the Saskatchewan advisory board of the organization at a meeting held at Saskatoon: President, A. A. Brown, Regina; vice-president, J. W. Lightbody, Yorkton; treasurer, D. D. Thompson, Regina; secretary, K. W. Ross, Regina. R. W. Birch, Regina E. N. Argue and H J. Trevelan, of Saskatoon, were elected provincial directors. Thos. Fox, retiring president, was in the chair, and Fred J. C. Cox, general secretary, came from Winnipeg to the meeting.

Hardwaremen Says Hard Times Not an Unmixed Evil in West

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., of Winnipeg, who is east on a business trip, brings an optimistic note concerning the business prospects of the West.

"The West," he said, "is passing through some very trying times, but it has touched bottom and is now on the up-grade."

He said that, while there would be no boom like 1912, a gradual, steady, solid, substantial progress had already started. Business was improving, and with the turn of the year a revival in trade will be quite noticeable. Stocks in retailers' hands were low and there must be large purchases in 1923. The hard times had not been an unmixed evil, for they had forced the Western farmer to adopt a more diversified type of farming. More wheat had been shipped out of Canada so far this year than had been shipped out all last year. The money was coming into the farmers' hands and they were beginning to pay off their debts.



C. H. S. BAMFORD

Sales Manager of the J. H. Ashdown Hardware Co., Winnipeg, who while in the east tells of conditions in Western Canada.

WESTERN CANADA NOTES

Charles Adcock, representing North Bros. Mfg. Co., Philadelphia, Pa., is in Winnipeg on a business trip.

SAYS ANNOUNCEMENTS RE STEEL PLANT ARE MISLEADING

Vancouver. — Returning this week from his trip to England, Hon. T. D. Patullo, minister of lands in the B. C. cabinet, found that, to a certain extent, recent announcements by local interests as to the backing for the establishment of an iron and steel smelter in this province were misleading. It had been stated by the promoters of the Coast Range Steel Co. Ltd. that support was assured from both the Dominion and Imperial governments.

Mr. Patullo found, he said, that, after consulting with Premier King in Ottawa and Hon. Mr. Fielding in England, the Dominion government had not committed itself. He stated that he had been assured that Ottawa officials would give the project every consideration but that the whole matter would have to be carefully scrutinized before any action was taken.

SAYS U. S. AND CANADA INTERESTS OPPOSE B. C. STEEL PLANT

London, England.—Opposition to the establishment of the proposed steel smelter for Western Canada at or near Vancouver is said to be coming from large United States and Eastern Canadian steel interests. Pressure is being brought to bear upon the Dominion government, it is stated, to prevent it from sharing with the Imperial government and the British Columbia government in guaranteeing the debentures of Coast Range Steel, Ltd.

Following an interview with Hon. W. S. Fielding here recently, Henry Landahl, moving spirit behind the scheme to place a steel industry in Western Canada, stated that the Canadian finance minister's attitude had not been wholly satisfactory.

Mr. Landahl expressed the fear that powerful steel interests in Eastern Canada and the United States have looked with little favor on developments promising a steel industry in the West, which would be in a position to compete in the growing Far East market, and are doing their utmost to discourage continuance of the plan.

While the Imperial government, Mr. Landahl states, has confirmed in writing its statement that it would hold £800,000 for the undertaking, it is conditional upon the support of the Dominion government.

Hardware and Metal

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High Spots in Steel Industry

PRODUCTION of the chief steel mills in America shows constant improvement, the rate now being between 75 and 80 per cent. of capacity. This is the highest rate for the year and the outlook is for further increases in some districts. There is some tendency among consumers to look for further price concessions in view of the decline in pig iron and weakening in semi-finished steel. Heavy railroad demand, continued active building construction and buying of requirements for early 1923 by automobile manufacturers, are among the factors which indicate continued activity. The higher rate of production now being experienced is due to pressure of accumulated orders. Transportation difficulties are still being experienced, and the re-imposition of a general embargo on iron and steel by one U.S. railroad gives some indication of the heavy tonnages piled at some mills.

Raising the "Ante"

THERE is a peculiar connection between the article appearing in this issue dealing with the place of Individualism in business, and that setting forth the discussion which has been taking place among certain retail hardwaremen concerning the multiplicity of stores. The latter condition is a direct outcropping of the situation existing in the mercantile world today and it must be kept in mind that the same tendencies which have governed business for many years past are still existing. It can only be expected that others will desire to enter any line of business which looks sufficiently attractive from the standpoint of profit. This has been a principle of business from time immemorial and it is just as well that it is so for efforts to "corner" the market or restrict the machinery of distribution in any way are deleterious to the final consumer, and we are all consumers. The point for retailers to demonstrate is that they owe their success to the service which they give and the connection they have built up. There is something more than a "cut price" in successful merchandising. If this were not so "we would all be riding around in Ford cars" according to one student of economics. This is no reflection on the Ford car but indicates that there is an important place for those who have something else in mind in buying a commodity except the price. The same thing applies to merchandising and it is the basis of successful retailing to-day just as it was in years past.

Individualism is the point which is being stressed, and its importance in business is vividly portrayed in the address by Sir Joseph Flavelle in this issue. It shows that machine methods with their cold, calculating, unsympathetic attitude are sometimes applied with sad results. It is shown that the personal integrity of the individual is, after all, a very important factor in business. It is the personal factor which enables a connection to be built up. It is not something hypothetical, it is a material thing and it is the element that helps the retailer to hold his customer connections despite efforts of "mushroom" stores and mail order influences. Of course this alone will not suffice, he must pay close attention to his business management.

In a highly competitive period such as exists to-day and which is characteristic of this part of the business cycle when productive power exceeds powers of consumption, it is a case of survival of the fittest. There are many problems before the retail hardware trade to-day such for instance as the inroads of the drug and other trades into the sale of hardware. If close attention is given these matters and business put upon such an efficient basis that such competition will be minimized, then there will be far less danger from the opening of too many new stores because the "ante" will be too high for them.

Increasing Movement of Goods

IT IS encouraging to note that despite restrictive tariff legislation of other countries and other handicaps, that Canada's total trade for October showed an increase of thirty million dollars compared with the same month the previous year and the record for the seven months of this year also shows considerable increase over the same period last year. Exports were chiefly responsible for the increase, though imports for the month were also about seven million dollars greater in value.

Another sign of increasing movement of merchandise is indicated in increased freight traffic. The record of cars handled in the Toronto terminal during the last week or ten days shows an unprecedented volume. Merchandise of all kinds, building materials and coal figure chiefly. This activity in Toronto is said to be but an indication of the activity being experienced all through Canada.

Where Collections Are Slow

CURRENT business reports indicate that collections cannot be described as in a satisfactory condition. While contributory reasons are given for this state, the principal cause is ascribed to the lack of interest displayed on the part of the farmer in discharging liabilities which in many cases have now been carried over for several months awaiting the present crop returns. Retailers and wholesalers are both suffering, each in turn, this circumstance being specially prominent in the smaller towns. The collection situation is a troublesome item, however, both in eastern and western Canada. The fact that the fine weather experienced during recent weeks has had a tendency to keep the farmer on the land engaged in fall plowing and similar activities, is one of the reasons encountered, while another prominent reason submitted by the farmer when expecting continued credit is the fact that existing low prices for crops have resulted in these being withheld from the market by the producer pending higher levels in the future. Where pressing obligations should be met, however, it would seem reasonable to dispose of sufficient returns in the shape of produce, in order that retail merchants and those depending on them should not suffer through the business routine employed by the agricultural consumer. Restricted collections mean hampered business operations, not only for the retailer, but also through the jobbing and manufacturing channels, with its consequent reflection upon prosperity in general at a time of the year when it is most desirable to maintain as high a ratio of employment in cities and producing centres as is possible under the circumstances.

Events in the Trade

NEW FIRMS

W. R. Stump is opening a new hardware store at 1399 Gerrard St. East, Toronto.

Ottawa, Ont.—Morgan O. White, late of the Capital Hardware, has severed his connection with that firm and, with G. F. Armstrong, has opened a hardware store at 1196 Bank St. under the firm name of Armstrong & White. The new store carries a complete stock of hardware and builders' supplies.

BUSINESS CHANGES

Courtright, Ont.—About a year ago R. Cowan sold his hardware business to G. Hoskin. R. Cowan has now again purchased the business, which has been extended and a tinsmith shop added. G. Hoskin is returning to his former home in Strathroy, where he intends to retire.

FIRE LOSS

Grand Valley, Ont.—Laird Hardware was badly damaged by fire and water.

FIRE LOSS AT SYDNEY

Sydney, N. S., suffered a fifty thousand dollar fire loss when a large business block was destroyed.

DOMINION INCORPORATIONS

Northern Giant Explosives Ltd. is incorporated with capital of $2,500,000 and head office in Montreal to manufacture and deal in explosives, powder and ammunition.

ONTARIO RETAIL FIRMS INCORPORATED

S. H. Cutts Ltd., retail hardware, of Toronto, is incorporated with capital of $40,000 to deal in hardware, paint, oil, glass, etc.

The Davey Hardware Co. Ltd., retail hardware of St. Thomas, Ont., is incorporated with capital of $200,000.

PERSONAL

Percy D. McAvity, of T. McAvity & Sons, Ltd., was in Fredericton last week demonstrating a portable gasoline pump for use in fighting forest fires.

L. C. DeMerrall, manager of the Martin-Senour Co., Vancouver, and W. P. Walsh, manager of the maritime division of the company, visited the head office in Montreal this week.

Harry Meyers, of J. R. Meyers & Son, Stratford, and J. R. Simpson, manager of Stanley Mills Hardware, Hamilton, were Montreal visitors this week.

Russell Beattie, of the Russell Beattie Hardware, London, Ont., is mentioned at the head of a slate of business men it is proposed to run for the city council at the elections next month.

Stewart Heddle, of the Alexander Hardware, Hamilton, Ont., is spending his holidays at his home in Caledonia, Ont.

Col. W. M. Gartshore, of the McClary Mfg. Co., London, Ont., has left for New Zealand where he will spend the winter months.

Col. T. S. Hobbs, of the Hobbs Hardware Co., London, Ont., who has been ill at his home for some weeks, is considerably improved.

WINDOW OF TOOLS FOR HANDYMAN

The Mills Hardware Co., of Hamilton, Ont., has a very attractive window display of tools, medium-priced articles that interest the handyman around the house, predominating. Special price cards are used on the various articles.

HAMILTON GAS MANTLE CO. CHANGES NAME

Dixons Ltd. has succeeded the Hamilton Gas Mantle Co. Ltd., Hamilton, Ont., in the manufacture of mantles, gas, gasoline, kerosene, oil and electrical lamps, lanterns, fixtures, heaters, etc.

UNITED STATES PUTS DUTY ON CEMENT FROM CANADA

Ottawa.—Information has been received by the government from M. M. Mahoney, representative at Washington of the department of external affairs, of a decision by the United States treasury department to assess duty on cement imported from Canada at the rate of eight cents per 100 pounds. The weight of the package is to be included in the weight for duty. Cement from the United States was provided free entry into Canada under the latest Canadian tariff, but provision was made for the imposition of an equal duty on cement entering Canada in the event of the United States placing a duty against Canadian cement. The rate of the Canadian tariff on imports from the United States, therefore, becomes eight cents per 100 pounds.

Important Changes in B. E. Steel Staff

Alexander Dick Appointed General Manager of Coal Sales and E. P. Merrill as General Manager of Steel Sales



ALEXANDER DICK

TWO IMPORTANT appointments have been announced in the personnel of the British Empire Steel Corporation. Alexander Dick is appointed general manager of coal sales of the corporation, with headquarters at Montreal, and E. P. Merrill is appointed general manager of steel sales, also with headquarters at Montreal.

Mr. Dick has been for a number of years general sales agent of the Dominion Coal Company, the largest coal-producing subsidiary of the British Empire Steel Corporation. Since the formation of the new corporation, Mr. Dick has been in charge of all coal sales, but this is the first official announcement that the entire management of coal sales of the corporation are under his supervision.

Mr. Merrill, for the past three years, has been located at Sydney as general manager of the Dominion Steel Corporation Ltd., and brings to his new duties at Montreal the advantages of recent close contact with the operations at the properties.

PLAY HALLOWE'EN PRANKS ON HARDWAREMAN

The plate-glass window of Weber's Hardware, Cargill, Ont., was broken by young boys indulging in Hallowe'en pranks. The proprietor, who was a witness of the performance, saw one boy push another lad through the window. The fathers of the lads were asked to hand over the price of a new window, the estimated cost of which is $200.

SAYS GREAT IMPROVEMENT IN WESTERN CANADA

James A. Hossack, sales manager, Lufkin Rule Co., of Canada, who has just returned from a trip through the West to the coast, states that there has been a remarkable improvement in Western business. In B. C. the lumber industry is exceedingly busy and is said to be on the eve of great developments. The removal of the duty on shingles going into the U. S. has had a stimulating effect on this industry and is reflected on other industries as well. There is also said to be a much better feeling in the prairie section and in the city of Winnipeg, and orders are being placed on a fairly large scale for spring requirements. There is a much more optimistic feeling throughout the entire west and there has been a splendid revival in business. Mr. Hossack also states that the fine weather has enabled Western threshing operations to be carried through to completion under favorable circumstances and has helped the farmers get the land in good shape for the coming spring. The outlook for the coming year, in his opinion, is much brighter than for some time past.

NEGOTIATING FOR BALDWIN

Bethlehem Steel Corporation, as hinted in these columns some weeks ago, are negotiating for the purchase of the plant in Toronto of the Canadian Baldwin Steel Corporation. It is learned at the office of the latter that while the deal is going forward, there is nothing to be made public in that connection and that reports in a daily newspaper, commenting upon details as to price, were absolutely erroneous.

The Baldwin plant is idle at present although there are large stocks of black and galvanized sheets on hand which are reported to be moving freely. While some of the equipment of the plant, particularly that of the rolling mill, is of American make, the galvanizing equipment is British. The outstanding cause of the plant's idleness at the present time is the inability to secure adequate supplies of quantity and quality to keep the plant running steadily on requirements of the Canadian trade.

BURGLARS ENTER HARDWARE STORE

Kingston, Ont.—C. F. Fawcett's hardware store at Tweed has been burglarized twice during the past month, the thieves gaining an entrance through a window at the rear. Cartridges appear to be the article most in demand. Acting on a tip which he received recently, Mr. Fawcett visited a certain home and took a constable with him. As a result of his visit he is now in possession of the names of the culprits, and it is stated that a prosecution will follow.

Suggest Amending Sales and Stamp Taxes

Manufacturers Desire Protection Against Failures —Endorse Trade Acceptances Instead of Open Accounts in Doing Business—Would Ask Government to Establish Standard Rate of Exchange Between Foreign and Canadian Currencies

QUESTIONS important in Canadian trade channels were discussed at some length by the Executive of the Montreal Branch of the Canadian Manufacturers Association at a meeting held in Montreal. A lengthy debate took place with regard to the question of trade acceptances instead of open accounts in doing business. It was stated that a move had been on foot in the United States during the past two years with the idea of promoting the system of trade acceptances in lieu of open accounts. These trade acceptances would be in the shape of drafts, notes or bills of exchange passed upon the purchaser of goods, thus giving the seller a legal admission of indebtedness at the time of transaction. It was felt that everything possible should be done to promote this business system, and to discourage the practice of conducting business by the policy of open accounts, as furnishing better legal proof of indebtedness. Under the present Bankruptcy law it was pointed out trade acceptances could be handled with much greater facility in case of a business failure than could simple open accounts against a firm.

Standard Rate of Exchange

Dealing with Customs certificates on goods imported there was now some difficulty encountered owing to variations in the value of foreign currencies. These difficulties could be ameliorated if the Government would establish some standard rate of exchange between foreign currencies and the Canadian dollar for Canadian customs invoices, these rates to be changed as existing conditions dictated.

Stamp and Sales Tax

The stamp tax on drafts and bills of exchange, which has been a live issue with different trade sections for some time, was discussed at length, and a resolution was adopted urging that the law in this regard be amended so that, to eliminate any loss to the seller, tax stamp on such drafts and bills of exchange should only be cancelled by the banks when they were actually paid.

Another of the newer business taxes which has caused considerable trouble with the manufacturer was the bearing of the sales tax on sales made to firms which subsequently failed. In many instances such sales were made and reported in regular returns to the Government, with payment of the sales tax, while later on the purchasing firm became bankrupt, which involved payment of taxes on sales that proved losing transactions. A resolution in this connection recently adopted by the Chamber of Commerce was strongly endorsed, that quarterly returns made to the Government by all manufacturers showing their losses through the sales tax with insolvent debtors, so that these taxes might be refunded by the Government.

The hope was expressed that the association generally would take up these questions so that some betterment could be reached through united action.

RUMORED WILLIAM JESSOP & SONS TO BUILD IN CANADA

Reports are current in the Toronto steel market that William Jessop & Sons, steel manufacturers, Sheffield, Eng., are preparing to locate a branch factory in Canada. Enquiry at their Toronto office regarding the matter brought an emphatic statement that there was absolutely nothing to give out at the present time and that rumors indicated a somewhat more extensive outside, and hence unreliable, knowledge of the company's affairs than could be claimed by their own officials.

It has been common knowledge that, for some time, this firm has considered the advisability of a Canadian plant but nothing definite has emerged. Present reports have it that methods of financing the Canadian proposition were actually being considered and that the plan would involve the taking over of a going Canadian plant with which would be incorporated the Jessop lines of steel. This was done in connection with the introduction to Canada of the English Electric Co. It is a plant that has merit since it makes available an equipment and organization familiar with Canadian methods and conditions.

William Jessop & Sons opened their Toronto office some thirty years ago. At their "Brightside Works," Sheffield, their steels have been made since 1775. Four typical industries in which their products have figured largely are fine toolmaking, shipbuilding, machine tool work and automobile engineering. It may be that the possibilities of the motor car industry, from a domestic as well as an export point of view, have some appeal to the company.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THIS week's budget of price developments in the hardware market is exceptionally heavy. While a few declines are recorded, advances still continue the premier feature in point of numbers as well as importance. Many staple lines of iron and steel shelf goods are advanced by manufacturers. These include cast thumb and other door latches, clothes line reels, cobblers' sets, sad irons and handles, plated butts, hinge rasps, door bolts, shelf brackets, grindstone fixtures, hog rings, cast well wheels, saw sets and saw vises, harness hooks, hat and coat hooks, barn door rollers, door pulls, japanned door buttons and awning pulleys. As foreshadowed in a former issue of Hardware and Metal, some revisions have taken place in prices on several lines of builders' hardware. Cylinder sectional door sets, cylinder wrought brass and bronze front door sets and inside steel door sets are all higher in price. On the other hand, the lower grade of inside rim locks are on slightly easier price levels. Other current price increases affect coal oil, cut nail galvanizing extras, and asbestos sheathing. Reductions include pig iron, spring booking prices on poultry netting, grab and slide hooks, and saw wedges. Veneered chair seats are lower in price, while owing to the rapid advance in raw cotton markets, it is felt that some higher quotations may develop on cotton wastes. In the paint markets, the extension of the booking date on white lead in oil to April 1, 1923, without at present increasing the price, is receiving special attention. Turpentine and linseed oil are easier this week, with receding prices noted in certain quarters. New prices are reported pending on fencing and gates for next year. In commenting upon fall business, jobbing houses state that the call for lines usually in demand at this season has kept up in satisfactory proportions and activity is still pronounced. Merchants are concentrating more intensely this year on "gift hardware" and early buying activity is noted.

Montreal, Que.

MONTREAL, November 16.—Important announcements continue to be made in the current hardware markets. Increased price levels are now given by manufacturers on many lines of iron and steel shelf goods. A few lines of builders' hardware are also included in the list. There is a stronger tone in the market for asbestos products, and asbestos sheathing and magnesia pipe covering are higher in price. Coal oil is increased one cent per gallon. It it rumored that advanced quotations may appear on cotton wastes in the near future.

Revisions in a downward direction are also prominent. Next season's quotations on poultry netting are now issued, showing a substantial reduction from prices given one year ago. Veneered chair seats are lower in price. The expected decline in pig iron prices has now materialized.

There is an improved tone in the scrap markets, while on ingot metals there is still a strong tendency in most lines although markets are a little quieter. Fall trade is continuing in good seasonal volume, with activity still shown in building circles.

PRICES ON NUMEROUS SHELF GOODS ADVANCED

Montreal.

Of considerable interest to the trade is the upward price movement in many staple lines of iron and steel shelf goods, included in which are a few lines of builders' hardware. Manufacturers of cast iron goods announce an increase of about ten per cent., among which are such well known goods as cast thumb and other door latches, clothes line reels, cobbler sets, sad irons and handles, etc., while in steel goods such staple lines as plated butts, hinge hasps, door bolts, shelf brackets, etc. In builders' hardware, certain sectional store door and front door sets are quoted higher.

It will be remembered that quite a general advance of ten per cent. was made in builders' hardware in September last, and at that time there was a very firm undertone in iron and steel goods generally owing to higher coal and raw material costs. At the present time, however, it would appear that the question of supply and demand is an important one in the market. Basic materials can hardly be said to be on the steady upward trend as was evidenced in previous months, but there has undoubtedly been a better call for many of these products through building activities. Thus the present strength is apparently due more to the selling end of the industry.

ADVANCED QUOTATIONS ON MRS. POTTS SAD IRONS

Montreal.

An increase of approximately 10 per cent. is recorded in quotations on Mrs. Potts sad irons. New prices are; polished $1.95 per set, nickel plated $2.05 per set.

CANADA STEEL GOODS CO. ANNOUNCE REVISION

Montreal.

The Canada Steel Goods Co. have issued a revised price list, showing both higher and lower prices on their products. Changes, however, are mostly in an upward direction, affecting such lines as plated butts, shelf brackets, door bolts, etc. Local jobbing houses have not announced their new resale prices.

NEW SEASON'S QUOTATIONS ON POULTRY NETTING

Montreal.

Prices for next season are now issued on poultry netting showing a substantial reduction on both one and two inch mesh from quotations issued in the fall of last year. One inch mesh is now quoted at 20 per cent. off list prices, two inch at 30 per cent. off. Discount last season was 12½ per cent. on both sizes.

CHAIR SEATS NOW SELLING AT REDUCED PRICES

Montreal.

A considerable reduction is made in quotations on veneered chair seats, these now selling at 40 per cent. off list prices. Following are lists and discounts:

CHAIR SEATS—	per 100
13 inch	$ 13 00
14 inch	14 00
15 inch	16 00
16 inch	18 00

Less 40 per cent.

COAL OIL ADVANCED ONE CENT PER GALLON

Montreal.

Current quotations on coal oil are advanced one cent per gallon on the local market, in direct contrast to the trend of gasoline in recent weeks. Coal oil however has been on a firmer market during the past few weeks owing to heavier consumption, while this usually falls off in gasoline after the active summer months.

SOME REVISIONS IN BUILDERS' HARDWARE

Montreal.

Manufacturers of builders' hardware announce a price revision on some of their lines, an increase of approximately ten per cent being made on cylinder sectional store door sets, cylinder wrought brass and bronze front door sets and inside steel door sets. The cheaper grade of inside rim locks are a little lower in price. No further change is made in other lines at the present time.

FIRMER PRICE TREND IN ASBESTOS PRODUCTS

Montreal.

Advanced prices are now quoted on asbestos sheathing and magnesia pipe covering, and there is stated to be a general firming tendency in the undertone of the market. Other products such as asbestos pipe covering and boiler covering have unchanged quotations on the local market up to the present, but a revision in these materials would not be surprising in the near future if the stronger tone continues. Although there is little to indicate a stiffer tendency in production circles, the improved demand in recent weeks is described as a strong factor in this direction. Building activities have continued quite favorably during the later summer and fall months and in some lines there is difficulty in procuring ample supplies. Following are revised quotations:

ASBESTOS PRODUCTS—

	Off list prices
2 ply pipe covering	67½%
3 ply pipe covering	65%
4 ply pipe covering	60%
85% magnesia	40%
Boiler covering	$1.50 per bag
Asbestos sheathing	$7.75 to $8.25

MAY BE HIGHER PRICES ON COTTON WASTES

Montreal.

Although cotton waste prices have been on a steady basis for some months past, in face of a strong undertone in the market in recent weeks, it is now rumoured in some quarters that higher prices may be announced in the not far distant future. It is again pointed out that higher price levels have appeared on practically all other cotton goods, and there is still a strengthening tendency in raw cotton circles. A change is thought to be fully warranted in wastes, and revisions would not come as a surprise around the close of the present month, or early in December. Present quotations are:

COTTON WASTE—	Per lb.
Cream polishing	0 18
White, XXX extra	0 16
White XX grand	0 15
White XLCR	0 14
X Empire	0 13
X Press	0 11½
Colored—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
Wool Packing—	
Arrow	0 24
Axle	0 20
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14
Anvil	0 16

RADIATORS AND BOILERS ARE GOOD SELLERS

Montreal.

"We are still busy," is the general statement of manufacturers and distributors of radiators and boilers in describing trade. Although the season is fast advancing there is still a good amount of building construction demanding supplies. Another factor contributing to the present active period is that deliveries with some manufacturers were delayed earlier in the season and they are now having an opportunity to catch up. With open weather continuing for a short time hence it is said that a brisk trade is assured for the earlier winter months at least. Prices are steady at following quotations:

RADIATORS AND BOILERS—

Radiator list prices are for 1, 2, 3, 4 and 5 column radiators, per sq. ft.

45 in., to 38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 4 in, $1.55; 13 in., 1.60. Discount 55 per cent. for hot water, and 56 per cent. for steam.

Wall radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1 05; 9 ft., $1.05; 12 ft., $1.05; Discount 52 per cent.

Boilers—Round hot water boilers, sizes from 0 t o10, 60 per cent off list.

Square or sectional hot water or steam boilers, 15 in., 15 per cent.

Square or sectional water boilers, 19 in., to 36 in., 20 per cent.

Square or sectional steam boilers, 19 in., to 36 in., 17 per cent.

Ontario Government trimmings, 15 per cent.

Round steam boilers, standard trimmings, 28 per cent . Ontario Government trimmings, 25 per cent.

F.o.b. Montreal, Toronto, Guelph.

STEEL FENCING PRICES UP EIGHT PER CENT.

Just as Hardware and Metal goes to press, advice is received that an advance is made in prices on steel fencing for next season's booking. The approximate extent of the increase is 8 per cent. Quotations on gates remain unchanged.

SLIGHTLY EASIER TENDENCY IN COMPRESSION GOODS

Montreal.

Although there is no general announcement up to the present time of a revision in certain lines of valves and bibbs, there is said to be a little easier feeling in the market, and certain firms are quoting an extra discount on some of the best selling lines. In one quarter a discount of 50 per cent. is quoted on standard compression bibbs, although valves and cocks remain unchanged at 45 per cent. off. Whether a general revision will be announced in the near future is hard to say, but in view of the easier tone of copper on primary markets a slight change would not be surprising to some. Following are average discounts:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Bath cocks, quick opening	41%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	54%
Do., removable discs	54%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	5%
Jenkins iron body, gate	25%

GOOD FALL TRADE IN RANGE BOILERS

Montreal.

Trade in range boilers is still in good volume, according to manufacturers and distributors. Demand for requirements in new building and replacements remains in evidence, and the position of the market for these products is much more satisfactory than it was in previous spring and summer months. A lull in the strong undertone, owing to rising costs of raw materials, is recorded, but they are still said to be on a fairly steady basis, with nothing like the amount of price shading that was formerly evident. Unchanged list and discounts are as follows:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 45 per cent. Extra heavy, 35 per cent.

FURTHER DECLINE IN PIG IRON PRICES

Montreal.

Conditions on the local iron and steel market are now more or less affected by the recent revision in pig iron prices. To some the reduction of $2.50 per ton by Canadian producers will not materially change the outlook, for the present at least. It is stated that the quotation on the domestic product is only now on a par with the imported iron, and mills in this section have recently been purchasing the Scottish and English pig. Stocks of this too are now sufficient to carry them for some weeks ahead, or where there is any shortage this will be taken care of between now and the close of navigation.

Current trade in bar products continues in a fairly satisfactory volume, and although there are no larger inquiries there is a steady volume of smaller

business. While it is naturally expected that trade will show a slackening towards the latter end of the month, November will bring returns comparing favorably with previous months. Quotations locally are unchanged at following levels:

IRON AND STEEL—		
Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

SHEET MARKETS MAY FOLLOW EASIER TREND

Montreal.

The recent announcement of a slight reduction on American sheet markets is looked upon as likely to have little or no material effect locally at the present time at least. What will have a greater bearing on the situation is the fact that stocks are now fairly well filled for the coming months, and where there is not sufficient there are orders now on the way from overseas to arrive before the close of navigation. Whether the reduction on markets to the south is indicative of the future trend of these products is hard to say, but considering that deliveries are still delayed and the rise in certain raw materials, such as spelter for galvanizing, it is hardly felt that prices will decline to any great extent. It is looked upon more as an adjustment. Undoubtedly the undertone of sheets has been a little easier than on other iron and steel products but not as pronounced as to indicate a general weakness. However, price levels locally are not looked upon as being as firm as formerly.

INGOT METAL MARKETS ARE MUCH STEADIER

Montreal.

A quieter tone is now evident in the ingot metal markets, with prices somewhat steadier after the advances in the past few weeks. Although price levels are quite high on some metals there appears to be more stability in the markets at the present time, and in some cases the rise is of a healthier nature than on former occasions.

TIN.—This market has been fluctuating within narrow limits with very little ultimate change in prices. It now remains to be seen whether or not another advance will be made, but certainly the new higher levels reached have not helped consumption. Local price unchanged at 42 cents.

COPPER.—Copper shows a firmer tone both in London and the U. S. A., and producers appear firmer in their ideas. This is a welcome change as this market has been lagging for some weeks past. Home consumption is a little better and export is also improved. Quotations remain at 17¾ and 17½ cents.

LEAD.—This metal is quiet in London, but the American market is quite firm with no signs of weakness there. Prices are considered on a fairly high level, but lead is still in a firm market position, with local price at 8 cents.

SPELTER.—October figures in the United States showed a further decline in stocks, and they are now at the lowest point in several years. Although present price is high it is felt that it is based on the shortage, and East St. Louis has now reached $7.35. The local market is slightly higher at 10 cents.

Toronto, Ont.

TORONTO, November 16.—Advances continue the rule in the current hardware markets, the number of higher prices again exceeding the reductions. Increased quotations appear on many manufactured iron and steel goods as foreshadowed in Hardware and Metal several weeks ago. A general upward revision is recorded on such products as wrought staples, shelf brackets, door pulls, door bolts and butts. Other lines with increased prices include grindstone fixtures, clothes line reels, the Potts' sad irons and handles, coal oil, the galvanizing extras on cut nails, and asbestos sheathing, while some new price levels appear on lead sheets, this advance, however, not yet being uniform. In an effort to settle the local wire nail situation and bring quotations up into line with other centres, an advance of ten cents is made in the base price.

The new lower booking prices on poultry netting feature the current reductions. Pig iron is also reduced this week, a development which was forecast in Hardware and Metal. Black sheets are on easier price levels, with blue-annealed also recording a very slight reduction. A good season is expected in toys and specialties. Merchants are concentrating early on gift hardware.

TEN CENT INCREASE IN WIRE NAIL BASE

Toronto.

As foreshadowed in a recent issue of Hardware and Metal, an advance is now made effective by manufacturers and distributors in the base price on wire nails. The extent of the advance is ten cents per keg, thus bringing the prevailing level to $3.75, with the usual f.o.b. points. For several weeks past there has been much unsettlement in the local market, price shading on wire nails having been more or less common, with the former $3.65 base having become merely a nominal quotation. It is pointed out that the current increase is the result of steps to eliminate this condition and bring local prices up to a uniform level with other centres.

GENERAL REVISION IN CANADA STEEL GOODS LINE

Toronto.

A general revision is made in the price list of the Canada Steel Goods Co. A few lines remained unchanged, but others are slightly lower, while several advances are also recorded. Hardware affected by this change includes wrought staples, shelf brackets, door pulls, door bolts, and steel butts.

HIGHER QUOTATIONS ON MANUFACTURED IRON GOODS

Toronto.

A number of manufactured iron goods, both japanned and nickel plated, have been advanced approximately 12 per cent. This list of products made by Taylor-Forbes Co.. and Canada Foundries & Forgings, Ltd., includes such products as hog rings, cast well wheels, clamps, saw sets, saw vises, harness hooks, hat and coat hooks, door pulls, barn door rollers, barn door latches, japanned door buttons, and awning pulleys. This upward revision is in line with the development along these lines foreshadowed in Hardware and Metal market reports several weeks ago.

NEW BOOKING PRICES ON POULTRY NETTING

Toronto.

Through the issuing of new discounts on poultry netting, spring booking prices for 1923 are relatively lower. The revised discounts are as follows: Canadian netting, 2-inch mesh, 20 per cent. off; 1-inch mesh, 30 per cent. off. American netting, 2-inch mesh, list less 20 per cent.

INCREASED PRICES ON GRINDSTONE FIXTURES

Toronto.

A marked advance is now in effect on grindstone fixtures, the revised quotations showing an increase of around twenty per cent. New levels on the 15-inch are $9.60 per doz.; and on 17-inch, $10.20 per dozen.

HIGHER QUOTATIONS ON CLOTHES LINE REELS

Toronto.

Quotations on clothes line reels are now increased approximately ten per cent. This advance brings the following price levels into effect locally: No. 1, $19 20 per doz., No. 2, $20.40 per doz.

ADVANCE GALVANIZING EXTRAS ON CUT NAILS

Toronto.

An advance is made this week in the galvanizing extras on cut nails. These are now as follows:—Under one inch, $3.50 per cwt.; one inch and over, $3.25 per cwt.

BLACK SHEETS ON EASIER PRICE LEVELS

Toronto.

Conditions this week in the local sheet market show slightly easier levels in black and blue annealed sheets. In discussing prevailing market factors, a prominent domestic sheet manufacturer stated in part as follows:

"I am afraid there is going to be a soft spot although from present indications it will not be what you might denote 'mushy,' especially in galvanized sheets because of the very continued strong tendency of zinc spelter.

"My idea therefore is, that for the next two or three months, the Canadian buyer will sit rather tight in the saddle and take few chances which may in the end be just as well.

"We are continuing our prices unchanged but that is due to the fact that we have had a large excess of orders in the last week or so."

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—	
10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35
BLACK SHEETS—	
18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

SOME HIGHER PRICES ON LEAD SHEETS

Toronto.

In conjunction with the upward movement of other lead products, prices on lead sheets have been advanced in some quarters. The increase is approximately half-a-cent per pound, this change bringing current base levels to ten cents. The new higher level is not yet general, however, the former price of 9½ cents still being maintained by other distributors.

LEAD AND ZINC GOODS—	
Lead pipe, list per lb.	0 14
Lead Waste, pipe, list, per lb.	0 15
Do., over 8 in., list per lb.	0 16
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	0 09½ 0 10
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 31
Do., strictly, lb.	0 25
Do., wiping, lb.	0 23½
Do., guaranteed, lb.	0 26½
Do., commercial, lb.	0 23½
Zinc sheets, per lb.	0 11 0 12

TRADE IN COMPRESSION GOODS WELL SUSTAINED

Toronto.

There is a fairly good call noted for compression goods, the movement keeping up exceptionally well for this time of the year. While a slackening has naturally been evident from the brisk volume of trade recorded in recent weeks, yet Fall building activities have resulted in sustaining the demand well into what is usually regarded as the quiet period. No further revisions have been made in prices, the following being discounts quoted locally:

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in	50%
Do., 2½ in to 3 in.	43%
standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	54%
do., do., removable disc	54%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

STRENGTH OF ZINC REFLECTED IN BRASS

Toronto.

There has been no decided development in the market for brass and copper products such as sheets, rods and tubing. Trade conditions are practically the same as reported during the past two weeks. The upward trend in zinc prices is naturally reflected in the stronger tone of manufactured brass lines, but no further adjustments in quotations have taken place. Most metals remain with an upward tendency at the present time, both in primary and domestic markets. Prevailing local quotations follow:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22
COPPER—	
Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

TROUGH BUSINESS STILL IN MODERATE VOLUME

Toronto.

Manufacturers and distributors report that current trade in eavestrough, conductor pipe and kindred lines is keeping up in fair volume for this season of the year. The late activity in these products is generally attributed to the fair weather that has been experienced during recent weeks, a factor which has enabled buildings, especially of the smaller type, to maintain this class of work for a longer period than would otherwise have been considered. Quotations remain unchanged, it being stated that very little revision in this direction is beng looked for now that the active season is drawing to a close. Prevailing levels follow:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per. 100 ft.	
8 inch	$15 90	15 inch	$28 80
10 inch	17 70	18 inch	36 80
12 inch	21 20		

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cent.

CONDUCTOR ELBOWS—

Plain, round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

FAIRLY GOOD TRADE IN BAR IRON AND STEEL

Toronto.

Local trade in bar iron and steel is reported as good for this season of the year. Last month activity was apparent in all lines and the present month's trade is recording a fairly well sustained movement. Local warehouses state that they do not look for any further price advances at the present time, the market having reached a stationary position for the quieter winter period. Quotations are therefore unchanged, both on domestic and primary centres.

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

UPWARD TREND NOTED IN COTTON MARKETS

Toronto.

While marked advances have been recorded recently in the raw cotton markets, and prices on practically all manufactured cotton products have been correspondingly advanced, the quotations on cotton wastes have remained unchanged. Distributors point out that

the by-products in this class are not affected so promptly by primary market changes as on other lines, and no immediate revisions are looked for. That some action in this direction may materialize later is the general feeling, however. Business is described as steady and of seasonal volume. Following are unchanged levels:

COTTON WASTES—

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

PRICES ON POTTS SAD IRONS MOVE UPWARD

Toronto.

An advance of approximately ten per cent. has been made by manufacturers and distributors in quotations on the Potts line of sad irons. The revised local levels are: Nickel plated, $2.10 per set; polished, $2.00 per set. Handles, japanned, $21.40 per gross.

PIG IRON QUOTATIONS RECEDE $2.50 PER TON

Toronto.

As foreshadowed in last week's issue of Hardware and Metal, there has been a decline in domestic pig iron prices. The reduction is $2.50 per ton, which change brings the current new level to $33.80. It is stated that one of the primary reasons for this development was the operations of the Buffalo pig iron market, and the lower level compares very favorably with southern primary quotations. It is pointed out that this decline may be reflected in future price levels on finished iron and steel products.

EASIER TREND IN CORRUGATED MARKET

Toronto.

With the approach of the quiet season, an easier tone has developed in the corrugated sheet market. Prices on flat sheets have also registered a decline during recent weeks and following this precedent, some slight adjustments in corrugated quotations are more or less looked for in the ensuing weeks. Reports of some price shading on lighter gauges have again appeared, although concessions of this nature are considered consequent upon distributors moving stocks prior to the completion of building activity for the current season.

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

EXPECT FAIR SEASON IN TOYS AND SPECIALTIES

Toronto.

With the approach of the Christmas season, preparations are being made for the prospective annual trade in toys, specialties, and other lines, enjoyed by the hardware industry during this period of the year. This season, however, merchants are concentrating more intensely on "gift hardware." Early indications in this direction are generally regarded as promising from the viewpoint of normal business.

Up to the present, the activity in the toy field is described as fair. The conservative buying policy until recently adopted by retail merchants in practically all lines of trade, is still evident with regard to purchases of toys, and stocks are described as moderate. The increased range and greater variety of toys on the market, is claimed as an indication that business in these lines will be up to expectations. For this reason, both manufacturers and distributors are preparing for a brisk volume of trade, as the requirements of the retailer and the public become manifest.

ADVANCE DEVELOPS IN COAL OIL PRICES

Toronto.

Coal oil prices are advanced one cent. per gallon. This development brings the current new quotation to 21 cents. Such an advance has been forecast in recent market reports contained in Hardware and Metal. The undertone of the coal oil market has steadily gained strength during recent weeks, chiefly owing to increasing consumer demands. Other oils remain unchanged in price. Gas oil is recording brisk activity, while gasoline is entering the quiet period and is still weak.

London, Ont.

LONDON, November 16.—Hardware business continues excellent here. Fall and winter lines are in good demand and the stiffening markets have a stimulating effect on sales, as merchants are stocking up more than in the past few months. Sorting business for Christmas lines is also good at present.

ADVANCE BASE PRICE ON WIRE NAILS

London, Ont.

An advance of ten cents per keg is made in quotations on wire nails, this bringing the prevailing base to $3.75.

FINISHED IRON GOODS ADVANCED IN PRICE

London, Ont.

Goods made of iron, both japanned and plated, manufactured by Taylor-Forbes Co., and Canada Foundries & Forgings Ltd., have been advanced approximately twelve per cent. Some of the lines affected by this increase are as follows:—Awning pulleys, side and screw pulleys, japanned door buttons, barn door latches, barn door rollers, door pulls, hat and coat hooks, harness hooks, saw vises, saw sets, quilting frame clamps, cast well wheels, hog rings, sad irons, clothes line reels, grindstone fixtures.

LOWER BOOKING PRICES ON POULTRY NETTING

London, Ont.

A new lower price is announced on poultry netting for present delivery and 1923 spring bookings. The revised discounts on the galvanized 1 inch mesh is 30 per cent., and on 2 inch mesh, list less 20 per cent.

LINSEED OIL PRICE REDUCED TWO CENTS

London, Ont.

Linseed oil prices are two cents per gallon lower this week. There is a fair seasonable sale recorded. New quotations follow:

LINSEED OIL—

	Raw	Boiled
1 to 2 barrels	1 15	1 18
3 to 5 barrels	1 14	1 17
6 to 9 barrels	1 12	1 15

TURPENTINE QUOTATIONS RECEDE FIVE CENTS

London, Ont.

A reduction of five cents per gallon is recorded this week in turpentine prices. This development is chiefly the result of the easier tendency which has been noted in southern primary centres, and is looked upon as a reaction from the recent rapid advances. There is just a fair sale at present. New prices follow:

TURPENTINE—

	Imperial
1 bbl. lots	2 30
2 to 4 barrel lots	2 29
5 gal. lots	2 45

REVISED NET PRICES ON GAME TRAPS

London, Ont.

The new net prices on game traps, showing an advance of approximately 10 per cent., are as follows:

GAME TRAPS—

Victor, per doz.:

No. 0, $2.10; No. 1, $2.45; 1½, $3.85; 2, $5.25; 3, $8.85; 4, $10.70.

91, $4.00 doz.; 91½, $5.65; 1, Giant, $3.20.

Oneida Jump, per doz.:

No. 0, $2.85; No. 1, $3.20; No. 1½, $4.60; No. 2, $7.05.

Newhouse, per doz.:

No. 1, $7.05; No. 1½, $10.55; No. 2, $15.90; No. 3, $21.15; No. 4, $24.65.

81, $8.45; 91, $8.85; 91½, $12.35.

Hawley and Norton, per doz.:

No. 0, $4.05; No. 1, $4.75; No. 1½, $7.20; No. 2, $10.00; No. 3, $13.45; No. 4, 15.75.

GOOD SALE FOR NAILS STILL BEING RECORDED

London, Ont.

A fairly brisk sale of nails still continues. The current supplies of cut nails are showing some improvement over conditions earlier in the season. Prices on both wire and cut nails are unchanged at the following levels:

NAILS—

Wire nails, base, $3.75 per keg.

Cut, do., base, $4.60 per keg.

SAW WEDGE PRICES NOW SLIGHTLY LOWER

London, Ont.

Prices on saw wedges are slightly lower this season. The prevailing quotations are as follows:

SAW WEDGES—
¾ lb., 24c. lb.; 1 lb., 21c. lb.; 1¼ lb., 18½c. lb.; 1½ lb., 18½c. lb.

EASIER PRICE ON GRAB AND SLIDE HOOKS

London, Ont.

This year's prices on grab and slide hooks also show a slight reduction. Following are the revised levels:

SLIDE HOOKS—
¼", 11c. ea.; 5-16", 16c. ea.; ⅜", 20c. ea.; 7-16 in. 25c. ea.; ½", 30c. ea.

INCREASING SALES OF PLATED FLATWARE

London, Ont.

A good sale is reported this fall for community and 1847 Rodgers' plated flatware. Prices remain unchanged and net lists are quoted.

IMPROVED ACTIVITY IN THERMOS BOTTLES

London, Ont.

There is also a good sale this season for the thermos line of bottles and lunch kits. Following are net prices on some of the most popular lines:

THERMOS PRODUCTS—
Bottles, No. 11, pint, $1.35 ea.; No. 1111 1½ pint, $2.03 each.; No. 112 Quart, $2.36 ea.
Refills—No. 61c. pint, 85c. each. 612c Quart, $1.52 ea.
Lunch Kits—No. 396, metal, $2.70 ea.; No. 400, imitation Leather, $2.10 each.

BRISK SALE STILL NOTED FOR WINDOW GLASS

London, Ont.

A brisk seasonal sale is still in evidence for window glass. Quotations remain unchanged, both on imported and domestic makes. Current discounts follow:

WINDOW GLASS—
Domestic Glass, single and double diamond, less than 25 cases, list less 5 per cent. 25 cases and over, list less 10 per cent. Cut lights, list less 75 per cent. Belgian glass, less than 25 cases and over, list less 20 per cent.

GOOD DEMAND FOR PAINT FOR SPRING DELIVERY

Winnipeg.

Manufacturers state that spring orders are coming in more freely and are showing more volume for paints than last year. Quotations are unchanged.

LINSEED OIL STILL MAINTAINS FIRM TONE

Winnipeg.

The tone of the linseed oil market continues to rule firm and local quotations of $1.25 for raw and $1.28 for boiled, show no change.

FIRM TONE REMAINS IN TURPENTINE MARKET

Winnipeg.

There is a firm tone to the turpentine market and prices have moved upwards and indications point to still higher levels. Dealers report a fair demand at the quotation of $2.35 per gallon.

Winnipeg, Man.

WINNIPEG, Nov. 16.—Slight advances have been recorded on wrought iron and galvanized pipe. Game traps have also shown a slight advance. Wholesalers report a seasonable demand for cutlery, skates, toys, etc. Paint manufacturers state that orders for next Spring delivery are coming in in larger volume. Linseed oil maintains a firmer tone. The turpentine market is ruling firm and a further advance has been recorded.

SLIGHT ADVANCE IN WROUGHT IRON PIPE

Winnipeg.

There is a slight advance recorded in quotations on wrought and galvanized iron pipe. Following are the new quotations:

PIPE—	Wrought	Black	Galvd.
⅛ in.		6 84	9 24
¼ in.		4 68	7 12
⅜ in.		4 82	7 26
½ in.		6 15	8 00
¾ in.		7 48	9 55
1 in.		10 65	13 72
1¼ in.		14 42	18 56
1½ in.		17 25	22 20
2 in.		23 20	28 87
2½ in.		36 70	47 22
3 in.		48 00	61 77
3½ in.		62 20	78 75
4 in.		73 66	93 28
4½ in.		87 32	110 17
5 in.		101 84	128 47
6 in.		132 07	166 63
7 in.		190 84	
8 in.		200 50	
9 in.		280 75	
10 in.		260 16	

ANOTHER ADVANCE IN GAME TRAPS PRICES

Winnipeg.

An advance of practically ten per cent. is now in effect on game traps. There has been a good demand for this line and new quotations are as follows:

GAME TRAPS—	Victor	H & N	Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60
No. 4	10 85	16 00	....

SEASONABLE DEMAND FOR CUTLERY RECORDED

Winnipeg.

Bookings for pocket, table, dessert, and carving knives and forks are being filled by wholesalers on seasonable quantities. Pocket knives are quoted from $5.95 to $14.00 per dozen. Table knives and forks are quoted at from $5.75 to $10.00 per dozen and carving knives and forks range from $2.75 to $4.00 per set.

REVISED QUOTATIONS ANNOUNCED IN ROPE

Winnipeg.

Revised prices effective on sisal, pure and British manila rope, are as follows:

ROPE—

Sisal—	
¼ in. and 5-16 in.	0 19½
⅜ in.	0 19
7-16, ½ and 9-16	0 18½
⅝	0 18
¾ and larger	0 17½
British Manila—	
¼ and 5-16 in.	0 20½
⅜ in.	0 20
7-16, ½ and 9-16 in.	0 19½
⅝	0 19
¾ and larger	0 18½
Pure Manila—	
¼ and 5-16 in.	0 23
⅜ in.	0 22½
7-16, ½ and 9-16	0 22
⅝ in.	0 21½
¾ and larger	0 21

Calgary, Alta.

Alberta Farmers Still Confining Purchases to Immediate Necessities

CALGARY, November 16.—Hardware business has not yet reached in volume what might be expected at this season. The towns in the coal fields are sending in good orders, and a very fair business is coming in from the lumber sections, but those who serve farming communities only, find their sales confined to immediate necessities, and the volume under what a good crop year should bring. The city stores are reflecting conditions at the country points and are looking for the usual rush of fall buying to be spread over some period of time. In the meantime a good bit of energy is being displayed in advertising, window displays, and other efforts to attract and serve customers.

Skating on the smaller sloughs has started and some of the rinks will have ice ready in the next week or ten days, and the business brought into evidence by this popular pastime is being sought in a lively manner.

Collections are slowly but steadily increasing in volume, and the month of November is expected to show a good reduction in the outstandings of both the wholesaler and the retailer. Indications are that the crop returns already available have gone largely to reducing liabilities, rather than to the purchase of new goods, and that later returns will be spent wisely, and with an eye to next spring's needs.

Weather is colder and more seasonable, but still very favorable to all outside work. A number of new houses have been started since the first of the month; six being noted in one block; and sufficient in total to provide work for a good many of our resident mechanics. Tinsmithing shops are busy. General repair work and furnace jobs have made this trade probably the busiest of any of the trades allied with the hardware store.

A price change of general interest just at this time is an advance of about

ten per cent. on all lines of game traps. Alberta is a heavy user of traps, particularly in the Edmonton district, and with the gradual closing out of outside work, trappers' supplies are quite active and will continue so for some time. Early placing orders represented a good volume with individual orders on the light side, and sorting can be expected to turn in an active trade well into the winter. Prices now in effect at Calgary, Edmonton and Lethbridge follow:

Hawley & Norton:—0, 4.23; 1, 4.95; 1½, 7.55; 2, 10.50; 3, 14.15; 4, 16.55.

Victor:—0, 2.25; 1, 2.60; 1½, 4.15; 2, 5.65; 3, 9.40; 4, 11.35; 91, 4.25; 91½, 5.95.

Oneida Jump:—0, 2.98; 1, 3.40; 1½, 4.90; 2, 7.45; 3, 19.05; 4, 11.90.

Newhouse:—1, 7.15; 1½, 11.05; 2, 16.45; 2½, 25.85; 3, 22.05; 4, 25.85; 4½, 66.60; 5, 202.05; 50, 139.95.

Clayton & Lambert torches and firepots are advanced in sympathy with recent revised factory discounts; the advance being from 35 per cent. off to 32½ off at Calgary, Edmonton and Lethbridge.

A general advance on carriage malleables of around 2 cents per pound is also in effect. The Alberta jobbers have issued prices on the main items such as clevises and McPhail hooks, by the dozen instead of by weight in order to simplify pricing and avoid errors in weight. The plan seems to have worked out to everyone's satisfaction and will probably be extended to cover other lines. The prices now in effect at Calgary, Edmonton, and Lethbridge follow: malleable clevises 395, 2.27; 410, 2.44; 420, 2.60; 427, 2.77; 430, 2.92 555, 3.42; 666, 3.74; 777, 5.36 per dozen. McPhail hooks 107, .99; 207, .77; 307, .82; 2.67, 1.04 per dozen.

A substantial decline is noted on Rabone boxwood rules, particularly in the finer qualities, some numbers being reduced as much as 25 per cent. A change in horse rasps is also noted and Hellers are now 62½ per cent. off and house brands 67½ off at Calgary, Edmonton and Lethbridge. Adjustments are noted on a wide range of household brushes, both advances and declines being in evidence. Generally the trend is an advance on the cheaper grades and a decline on the higher priced lines. Asbestos wick packing is reduced from 65 to 57 cents a pound.

Standard wrought steel pipe has reacted to the manufacturers' advance of a week ago, and new prices are issued. The change affects all sizes in black from one inch up, and in galvanized from four and a half inch up; which sizes are roughly two per cent. higher. Trading on this line is reported fair for quantities covering current needs with most activity shown in the pump sizes. Following prices are now current at Calgary, Edmonton and Lethbridge;

Black		Galvanized
⅛	7.09	9.49
¼	5.10	7.54
⅜	5.38	7.82
½	7.00	8.85
¾	8.61	10.68
1	12.34	15.40
1¼	16.70	20.84
1½	19.98	24.93
2	26.87	33.54
2½	42.51	53.03
3	55.61	69.38
3½	71.40	87.95
4	84.54	104.16
4½	99.96	122.81
5	116.65	143.28
6	151.25	185.81
7	214.60	
8L	225.50	309.00
9	314.93	
10L	292.16	

St. John, N. B.

Maritime Hardware Merchants Now Preparing for Christmas Business

ST. JOHN, N. B., November 16.—The first snow storm of the year struck the city of St. John, and did considerable damage to property, especially in the southern part of the province. It is rather unusual for the first storm of the season to cause so much damage. The change in weather came about so quickly that many citizens were caught unawares, and several outdoor jobs that were under way had to be abandoned for a few days. Motor traffic proceeded with difficulty for a day or two, and there was a good demand for tire chains.

In anticipation of the coming change in the rule of the road in New Bruswick on December I, the commissioner of public safety is preparing some slight amendments to the civic by-laws covering traffic regulations. This is being done in all towns throughout the province. Many motorists have declared that they will keep off the road for a few days, when the change comes into effect, as it is expected that there may be some accidents during the first few days.

The Retail Merchants' Association of St. John is keeping right after non-resident agents who come into the town and sell merchandise from door to door, interfering with the business of the local merchants who are the main contributors to the city's revenue. Last week a case was brought up by Miss Alward, the secretary of the Retail Merchants' Association, showing where an agent had sold more than $8.000 worth of merchandise, and that neither he nor his firm paid any tax in the city. The secretary pointed out that it was up to the city council to stop this kind of trading, in the interests of the St. John merchants, and that a good tax should be imposed on these agents or their firms looking for retail business in the city.

The city commissioners stated that there were several lines of business that needed protection.

Of late years, curling has come forward as a favorite sport with many business men, and a large number of the maritime province hardware men are enthusiastic curlers. The provincial government has decided to co-operate in the entertainment of the Scottish curlers, who will visit Canada in January. The New Brunswick curling clubs will join in sending rinks to St. John for a bonspeil with the Scottish visitors from January 6 to 8.

Passenger traffic to and from the British Isles and the continent, carried by the Canadian Pacific lines, will be diverted from Montreal to St. John at the end of November, according to the winter sailing schedule issued by the Canadian Pacific Steamship Service, Ltd.

St. John's new dry dock, now in the course of construction in Courtenay Bay, will be opened next fall.

The C. P. R. elevators are now in operation, and grain is being steadily received in small lots. Fire which endangered the Inverness coal mines for three days is now under control. The fire is believed to have been smouldering since a similar outbreak about two months ago. It is now confined to a small area walled off with concrete, and the danger is believed to be over.

In the third quarterly report of the provincial fire marshal of New Brunswick, it is noticed that a large majority of fires were caused by sparks on roofs, and this fact has caused many of the hardware and builders' supply houses to advertise largely fire-proof roofings and shingles. It is an interesting fact that during the last three months not one fire in the province of New Brunswick originated from rubbish and litter. The fire marshal has for the past year or so conducted a vigorous campaign against allowing rubbish to accumulate in cellars and yards, and apparently his compaign has met with the desired results. Each year, before the cold weather sets in, the city of St. John advertises a clean-up day, and urges the citizens to dispose of all their accumulated rubbish and litter before heaters and furnaces are started. The hardware merchants usually take a part in this campaign, and advertise ash and garbage bins, ash-sifters, shovels and brooms.

Many of the New Brunswick lumber mills are now sawing laths, and the business seems to be booming, with a big demand from the United States at a price that is highly satisfactory to the producers. There is some little fear that the industry will be over-done, but so far all engaged in the production of laths are experiencing no difficulty in finding a market.

The merchants of St. John are now preparing for Christmas business, and many of the storekeepers are clearing sections of their premises for special displays. Two or three of the large hardware

houses issue a pamphlet, giving prices and illustrations of seasonable articles. Last year W. H. Thorne & Co., Ltd., distributed several thousands of such pamphlets with good results. One section of the circular was devoted to sporting goods, another to electrical goods and others to toys, silverware, etc. Messrs. T. McAvity & Sons, Ltd., usually get out a McAvity Messenger during the Christmas season, and circularize the city.

Last week the hardware merchants confined their advertising to furnaces, stoves, fire-side furnishings, coal buckets and ash-sifters, and the various windows were trimmed in accordance with the advertising. Winter automobile accessories were also displayed, and owing to the severe snow storm, tire chains were largely played up.

Outside painting is now all over, and painters state that this year there has been more painting done by householders than in any former year since 1914. Dealers report that white lead, oil and paint sales have been very good, both to the painters and householders. There is every indication of a good business in coach and carriage paints during the winter months, for the automobile painting trade.

Vancouver, B. C.

Early Buying for Holiday Trade With Money Now Slightly Easier in B.C.

VANCOUVER, November 16.—While various retail trade houses in Vancouver have recently reported that business is none too good, that statement scarcely applies to hardware in general, though some of the stores in outlying districts where building is inactive, are having a hard enough time to carry on. It is sufficient to note that there are far less special or freak sales this November than at the same time last year, which is fairly conclusive evidence that money is a little more plentiful.

Increased enquiry for china and crockery ware for the holiday trade is now recorded and in some instances deposits are being taken for later sale. From the early buying it is felt that money is a little more plentiful than last year. Displays of new lines are showing up regularly, progressive houses taking advantage, possibly to a greater extent than ever, of good window space. Firms report that although it takes more work and time to change their windows, results prove the wisdom of this course.

Distributors report that business during the first half of November is well up to the satisfactory trade of last month, and that buying orders are fairly well divided among the different sections of the province. There is a continued good enquiry and resultant sale of heating equipment. Collections are generally in good shape, cases where pressure is needed being infrequent.

At a meeting of the city council, contracts for the supplying of 3,000 feet of fire hose were awarded at a common price of $1.50 per foot. The Gutta Percha and Dominion Rubber System companies were awarded one thousand feet each, the remainder being split between the Goodyear and Dunlop Tire companies.

Hamilton, Ont.

Arrival of Colder Weather Supplies Stimulant to Trade in Winter Goods

HAMILTON, November 16.—The arrival of regular fall weather has made trade noticeably brisker in the retail hardware stores. Coal, gas and oil heaters are moving out well, and glass, putty, weather strip, and the numerous other accessories to winter comfort, are responding to a brisk demand. Retailers report cash sales better than for sometime, and a corresponding improvement in collections. Reports from other towns throughout the province indicate the same general tendency.

Fall and winter goods are moving briskly and a steady volume of trade is evident. Booked orders for snow shovels and winter lines are now being shipped. The call for builders' hardware is still proceeding. The movement of corrugated sheets, eavestrough, conductor pipe and kindred lines is slowing up with the approach of the winter season.

There is an increasing disposition to provide for forward requirements. While this tendency is not yet general, it is developing steadily. Purchasing for immediate needs only, which has long been the common practice, is being succeeded in numerous instances by demands running well ahead, indicating more confidence in the future. Weather irregularities are considered responsible for a certain lack of uniformity which has been visible in the general trade survey. In wholesale circles the trend is still in the direction of progress.

With a drop in the temperature during the last few days there has been an increased demand for heaters and furnaces and retailers are making the most of the cooler weather to the extent of taking increased advertising space.

The seasonal reaction in the finished steel market does not indicate that consumption has decreased. Rather it is construed as representing the natural reaction due to buyers having been particularly free in their purchases all this year, presumably under the stimulus of the coal strike in primary centres, and the expected transportation disability. During recent months it was considered somewhat unlikely that steel was being consumed at the full rate in which it was being bought and delivered, and the present market is, therefore, naturally attributed to the existence of stocks and not to consumption having decreased.

The question of establishing fixed resale prices promises to come in for considerable discussion in connection with certain governmental action being taken in the province of Ontario. This question is one which extends beyond the province of Ontario; it is a national one. Fixed prices form an important phase of the general discussion which is going on concerning merchandising methods and the expressed desire to eliminate all waste so as to reduce the spread in price between manufacturer and consumer.

Pittsburg

PITTSBURG, November 16.—Production of steel ingots by the 30 companies which make monthly returns to the American Iron and Steel Institute was 2,871,415 gross tons in October, against 2,373,779 tons in September, showing an increase of 21 per cent., the months having the same number of working days.

Allowing for the producers not making monthly returns, October production by the whole industry was at the rate of 40,000,000 tons of ingots a year, or about 76 per cent. of estimated capacity, which is a trifle above the estimates made during the month. However, October, on account of weather conditions, is usually a month of production above the average, while the midwinter and midsummer months run below, hence the probability is that hardly as much as 76 per cent. of the productive units were actually engaged.

There has been not merely a recovery from the curtailment in production produced by the coal strike but a further gain, since the October production was at the highest rate since October, 1920. June, the best previous month this year, was beaten by 9 per cent. Should production continue during November and December at the October rate, which is somewhat improbable, the year's ingot production would be close to 34,000,000 tons. This would be 75 per cent. above the output in 1921 and more than 10 per cent. above the output in either 1912 or 1913, by far the two biggest tonnage years before the war.

HARDWAREMEN DISCUSS TROUBLES

(Continued from page 38)

while I have not been present personaly I know our paper has been represented at all the meetings by Mr. Southall or Mr. Dover. I did not expect to be called upon to say anything this evening, but now that you have extended the invitation I will say a few things which occur to me as a result of the discussions which have taken place at this meeting.

Shou'd Have Publicity

"In the first place, the question of giving publicity to meetings of this kind was discussed. I believe in giving publicity to matters pertaining to the relations of retailers, wholesalers and manufacturers, provided the aim behind that publicity is to correct unfair conditions, and provided all parties are dealt with in a fair manner. Our policy is to be absolutely fair and I am glad that you feel that we have been fair in reporting the activities of your organization. I might point out in connection with the discussion of the number of hardware stores in Toronto that if you will make a survey of the new stores you will find that a great many of them are being conducted by men who were clerks in other stores a few years ago. Many of the hardware men of the future are now clerks in hardware stores. It is of importance to the hardware trade as a whole that these men should be fully acquainted with the problems of the hardware trade. They should be made as familiar as possible with standards of practice that are going to elevate the trade, and create better conditions for the merchandising of hardware. It is only through giving publicity through trade publications that these men can become fully acquainted with trade problems and remedies for trade evils.

Drug Stores Cutting Into Hardware Trade

"Reference has been made on several occasions this evening to the way in which the drug stores are cutting into the hardware business. I want to say right here that you have not yet felt the inroads of drug stores as they have been felt in some parts of the United States. I spent two weeks of last month in the United States, one week of which I spent at the convention of the National Hardware Association of the United States, and the other week in visiting various places, and studying developments in the hardware trade, particularly in connection with the chain store systems and the drug trade. You have referred to the way in which drug stores are selling razors, strops, scissors, various cutlery lines, alarm clocks and other lines. Some of the best window displays of pliers, scrub and paint brushes, screw drivers, rules, hammers, during recent weeks have been in drug store windows in the United States. Some of the finest displays of household hardware have been in the five and ten cent stores of the United States. If you will analyze the situation you will find that these and other stores are taking on a great many lines which in the years gone by have been considered solely as hardware lines. They are taking on these lines because they can be turned over quickly, provided they are properly displayed, and because they offer quick turnovers. What are the hardwaremen doing to offset this competition? What are you doing to offset this competition? One of your members has told tonight how he is selling certain articles by the gross where he formerly sold them by the dozen. He is getting out and hustling for this small profitable business. He has the right idea. He is following along the lines of Woolworth's. Too many hardwaremen are overlooking these small profitable lines, which in many cases will almost sell themselves if properly displayed, and are tying up a great portion of their capital in slow moving costly lines which only give a very narrow margin of profit and a small number of turnovers.

Can't Stop Stores Opening

"A great deal has been said regarding the number of hardware stores in Toronto. You cannot prevent men from starting in the hardware business. I am going to be frank with you and I think you will agree with me, when I say that there are too many inefficient hardware merchants in Toronto, rather than too many hardware stores. We have some so-called hardware stores that are not a credit either to the city or the hardware trade. Some of these men are doing the most kicking about conditions in the hardware trade at the present time. There are too many men in the retail business who are not willing to pay the price necessary for success. They buy goods and then hide them away where you would require a searchlight to find them. On the other hand there are many hardware merchants who are making a splendid success of their business. They are using modern methods for displaying and selling their merchandise. They study the requirements of their community, and are looking for new ideas which will assist them in keeping abreast of the times and meeting the competition of drug stores, variety stores and other forms of competition.

"It is quite true that there are many evils in the trade, some of which are gradually being eliminated, and others which will no doubt be remedied in the near future. It is well to remember, however, that a great many merchants will find gerater evils within their own building and business than they will possibly find outside. Too many dissatisfied merchants are merely taking the business which comes to them. The public would never think of going to drug stores for alarm clocks, unless the druggist had displayed alarm clocks, and let the public know where they could be secured. If druggists had waited until the public went into their stores asking for alarm clocks they probably never would have stocked them. There are too many dead dollars in some hardware stores. It is quite true that on certain staple lines you will have only a certain amount of business and that at very little profit. I refer now to nails, certain kinds of paper and other heavy lines which are staple, for which there is a certain amount of business, but which are not the big profit makers. This is business which you will handle in the regular way, but most of the dead dollars are found among the lines which should be rapid sellers, but which unfortunately are too frequently hidden away in boxes, drawers, etc., instead of being displayed as in the five and ten cent stores, drug stores, etc."

No Wonder Some Don't Make Money

"A few weeks ago I required a new lawn rake to rake up the leaves on my front lawn. The first two hardware stores visited did not have a lawn rake in stock and in the third store I secured the only lawn rake which he had and it had to be dug out of a back room. Is it any wonder that some men do not make money in business?

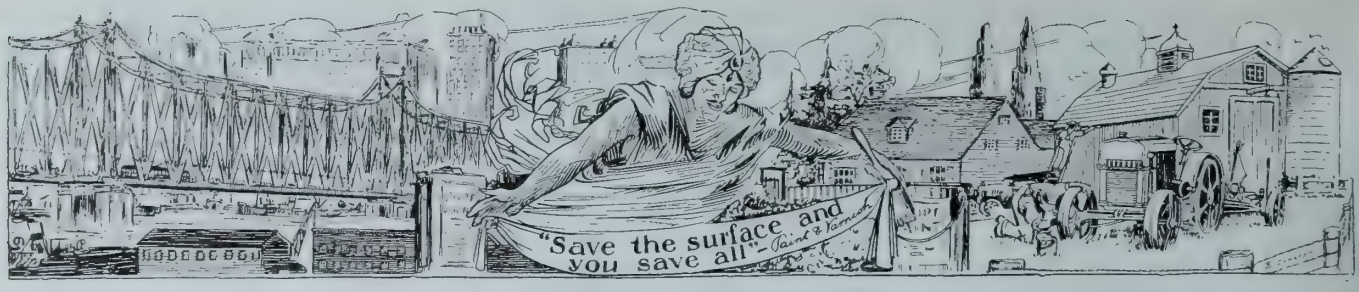
"I will give you another illustration. Last summer I required a pair of hammock chains. I went to the hardware store nearest to my home and found that he did not have a pair in stock nor did he offer to get a pair. I went to another hardware store two blocks away with the same result. I decided to see the thing through to a finish so I went back home, got my car and visited ten hardware stores without success. I finally got a pair at a department store. Not one of the ten stores suggested that they could get a pair for me, nor did they try to sell anything else. Some of these men are kicking about conditions in Toronto. Some of them are kicking because they are not getting enough business. I venture the opinion that in some cases they send more customers out without goods, than they do with goods."

(A voice) "I bought a box of hammock chains last Spring and I still have them in stock. What do you say about that?"

Why He Has Them in Stock

"I will tell you why you have them in stock and I will illustrate it with a little story. A hardware merchant a few months ago purchased a dozen mops with cloths attached to them for mopping up floors. They have a fine dry basement in this merchant's store and the dozen mops were put down there. About a month later the traveller came around again to sell the merchant some more mops, and he was pretty nearly thrown out of the store because the dozen previously purchased had not been sold. A day or two later the meter reader from the gas company came in-

(Continued on page 58)



Buys Not Paint But Service it Offers

Paint Sale is Only Begun When Can Has Been Handed Over the Counter and Money is in the Cash Register—Doesn't Take Half an Hour to Sell a Can of Paint—Can Give Information for Use of Paint on the Telephone

Address by A. PINARD, Lowe Bros. Co., before Greater Winnipeg Save the Surface Association

EDITOR'S NOTE:—Some very helpful points were brought out at a meeting of the Greater Winnipeg Save the Surface Association, when Messrs. F. J. Penberthy and A. Pinard of Lowe Bros. Co., Toronto, spoke. Mr. Pinard showed a number of slides illustrating the first part of his lecture with the advertisements used by the Save the Surface campaign committee. He then outlined a number of suggestions designed to assist the retail hardware merchant in his efforts to stimulate paint trade at this time of the year. Following is the part of his address referred to:

I POINTED out in the first place that the Save the Surface campaign was not to sell, that its function was to educate the public to paint for protection rather than for beautification and it is a campaign that we might say is designed and executed to stabilize the paint industry, to prevent the fluctuation we have been accustomed to having in our paint business in the last five or six years, that is, one year a whale of a business when things are flourishing and the next year a great fall in business, and the reason for that was that people grew to think of paint as something to beautify and in days when they were not flourishing and had not a great deal of money they were not able to paint, and now the Save the Surface campaign comes along and says—Beautification is a secondary consideration, the main feature is protectiveness, if you save the surface you save all. It points out that it is a question of insurance and as a matter of fact, actual statistics tell us that the property depreciation from the lack of paint and varnish is far greater than that of the total fire loss of the Dominion of Canada in a year. Imagine that, with all the fires we have and all the destruction that takes place by fire, it does not amount to the loss and depreciation that occurs from lack of painting.

Not Selling Paint

"This advertisement is not selling paint and varnish, etc." Now gentlemen, that seems quite obvious; if the Save the Surface campaign was planned for immediate results it would mean that individually you would use the Save the Surface campaign as you saw fit, that is, if it were used with say a small community around, to be used on chance and when you thought you had to advertise protection you would use a Save the Surface advertisement and presuming it was effective and you used it in the spring, it would have brought a certain volume of sales to your store; when this would have come in and you had collected your money from it your campaign would have ceased and that is all you would have had. "If planned for immediate results only—but in building up we are building for the future."

Same as Mail Order House

It is true the Save the Surface campaign does not sell, it was not designed to sell paint, for that matter, little advertising is designed to sell paint, but whether advertising is efficacious or not I have only got to refer you to the mail order house, who has never yet employed a personal salesman but who does a volume of business that amounts to millions, in some cases 125 million dollars a year, purely on the printed word. Now, gentlemen, if anybody thinks that advertising is something—well yes, it may be all right—just think of that, and the same principle, perhaps the detail of planning, perhaps designing, perhaps the execution of the advertisement may differ,—most of them, but in principle it is exactly the same as the mail order house who buy a catalogue,—and in many cases it is not a question of price. I have seen, and perhaps you know a mail order house goes into towns where the community can purchase their commodities just as cheaply and sometimes more cheaply than that of the mail order house, and yet they buy from it, and the principle that works for the mail order house in advertising works for the retail hardware man also.

Buys Service

Now the point is this—nobody buys—and I think you gentlemen are salesmen enough to appreciate this—nobody buys any article for the sake of buying it, or to every one who does, a million do not. We only buy a commodity when we see in that commodity a service that it will effect, or will affect our welfare in some form or other. I made the statement, gentlemen, some time ago—I said, when a man or woman comes into your store and asks for a can of paint, they didn't really want a can of paint; paint was no objective to them, it is the thing that is going to be done, so the man or woman asks for a can of paint; before she bought the can of say, floor paint, she either saw an advertisement or a colour card or saw a neighbour's floor—which is also another form of advertising for your treatment of beautiful finish, a varnished floor, and she went back to her kitchen and found the kitchen floor splintered and ugly and it has occurred to her she has got to get down and scrub that floor and it occurred to her if I get a nice floor paint I can use a mop. All these things had to happen and had to happen in that consumer's mind before she went into your store; then she walks into your store and asks for a can of paint, floor paint; most salesmen would hand her a can of floor paint and collect 60 cents or whatever the price, put it in the till and that is all that would happen. Now gentlemen, there is a motive in everybody buying something, I don't care if you buy a suit of clothes or a can of paint; a definite process takes place in your mind and that is an intangible thing; you cannot feel it and you can-

not turn that over for money any more than you can estimate in concrete terms the Save the Surface campaign; you cannot do it. A very noted pyschologist some time ago made this remark: he said—the trouble with the world to-day with all our speed and rush and so on was simply this—that we were no better than we were a century ago or three centuries ago, with all our improved methods, and he thought that the reason for that was simply this—that the tendency to-day was to externalize things and not to internalize them; now these may not have much significance but they were associated with that little instance I gave you; you will see that no action of ours can be performed without some thought; your mind is the first and ruling factor of your actions.

Reflects the Manager

The retail store is the reflection of the man behind it,—the manager, and the volume of sales, the success or the failure is the reflector of the individuals connected with that store; just as it takes mind and thought to work out the details and further all business, so it takes mind and thought to perform



NO, IT IS NOT UNLAWFUL

For Hardware Merchants Who Sell Paint and Varnish to use Some of it on the Outside of Their Own Stores

any other activity of our life; it is a fact, a principle, a law that you cannot get over. That woman bought the can of floor paint only because she saw it as such, but before she did it she bought it as a can of cheer, a can of comfort, a can that lessened her drudgery, a can of ease, and if you can appreciate that, and if you can appreciate the fundamental motive that takes anybody to your store to purchase any article, then your chances of being a first rate salesman are greatly increased.

Just with the Save the Surface campaign, it doesn't sell a can of paint for you;—there have been exceptions—once a gentleman, because he saw this ad. realized—he is the manager of a very large factory in Toronto, and he had just constructed a warehouse made out of galvanized iron at a cost of something like $17,000; I believe, and about a year after, at the time when property soared up to such an extent, he had this building appraised and they valued that building at over $34,000.00, more than one hundred per cent. over what he had paid for it, and when he read the Save the Surface ad, the first thing he thought of was that building, not the $17,000 building he had bought a year previous, but the $34,000 or $35,000 building he owned now, and he said, "Now here, at the cost of a few hundred dollars I can preserve that building," and the Save the Surface ad actually sold him that proposition.

Incorporations at Victoria, include the name of the Sampson Hardware Co., Ltd., of Nanaimo, whose capitalization is given as $25,0000.

A True Story of Two Houses That Needed Paint

The author lives on Staten Island, New York. Her letter with thousands of others like it is in the files of the Save the Surface Campaign Committee

Our Experience

CREDIT	DEBIT
1—Respect of the neighborhood.	1—$550—cost of painting.
2—Shingles saved.	
3—No water spots on ceilings.	
4—Saved drain pipes.	
5—Dining room paper saved, as a result.	
6—Whole house in good condition.	
7—Offered $2,000 more than our neighbor.	

Balance $1,450 GAIN plus what one would consider the other things were worth.

THE year before the World War we decided to paint our house and put up new drain pipes, both improvements being badly needed.

"Our house and that of our neighbor are two of a row of houses built about the same time by the same contractor.

"We let our contract for $550. Our neighbor thought we were very foolish when we paid extra to have the shingles on the roof painted. And when we poured the remaining paint in a wooden trough we had constructed, and rolled the drain pipes over and over in it until they were painted inside and out, he decided we were crazy indeed.

"The house looked fine when we were finished, and our neighbor decided he ought to paint, too. He put up new drain pipes saying he would let them stand until he painted, and then paint them.

"He put it off that year. The next year the war came on and he decided to wait till prices dropped. Last summer the roof of his house started to leak, and now four of his upstairs ceilings are ruined.

"There is a turn of two joints, over a cornice, in the drain pipe, and his drain pipes have rusted through at the joint of the pipe, and every time it rains the water comes through the pipe and seeps through the cornice and runs down the wall paper in the dining room. You can imagine how the paper looks.

"About six months ago they decided they did not like the house any more and offered it for sale, but I guess every one feels the same way they do. They have had only one offer and that was for a thousand dollars less than they are asking.

"We have been offered a thousand more than they are asking, but we refused to sell, as our house looks nice and there is not a leak anywhere. It is in good condition.

"If we both kept books, our ledgers might look something like those shown herewith.

Our Neighbor's Experience

CREDIT	DEBIT
1—Saved the $550 that we spent for painting.	1—Neighbors call him careless.
	2—Must repair ceilings.
	3—Must shingle.
	4—Must re-paper dining room.
	5—Must repaint whole house.
	6—Must put in new drain pipes.
	7—Offered $2,000 less than we were.

Balance $1,450 LOSS plus what one would think the other things were worth.

New President of Sherwin-Williams Co. in U. S.

W. H. Cottingham Becomes Chairman of Board of Directors, Succeeded in Presidency of U. S. Interests by George A. Martin

WALTER H. Cottingham has retired as president of the Sherwin-Williams Co. interests in the U. S. and is succeeded by Geo. A. Martin, former vice-president and general manager at Cleveland. Mr. Cottingham, for the past three years, has been living in England and has devoted much of his services to the English end of the business. It is for this reason that he asked to be relieved of his active duties as president of the American interests. He still retains his holdings in the company and becomes chairman of the board of directors.

Mr. Martin's connections with the company cover a period of over 30 years, in which time, through faithful service, he has worked his way from the bottom. His progress has been continuous, he having occupied nearly every position from office boy to his present position of chief executive. It is felt by other officials of the company that the presidency will be ably filled by Mr. Martin, and that continued progress will be made through the leadership of a very capable and thoroughly experienced head.

Another change in the executive announced at the annual meeting was that L. H. Schroeder, former assistant treasurer, becomes treasurer of the company. The company passed through a successful year financially, declaring 8 per cent. on their dividends.



WALTER H. COTTINGHAM
who has retired as president of the Sherwin-Williams Co. interests in the U. S. and becomes Chairman of Board of Directors.

"INDIVIDUALISM AS A FACTOR IN AFFAIRS"

(Continued from page 32)

asked long ago "Do men gather grapes of thorns, or figs of thistles?"—acres of thorns or fields of thistles, because they are numerous, give no greater promise of grapes or figs.

There have developed bodies of determined men, in classes, in groups, in associations, in brotherhoods, in Unions, who claim they are righting injustices and relieving society of tyranny. They are found in politics, in industry, in agriculture, in education, and in the Church. They are mostly sincere, and frequently uninformed or misinformed. The onlooker, seeing some of them in action, may be forgiven if he indicates they seem to be chiefly concerned in what they can capture for their theory, for their class, their group, or their organization, whether what they desire to secure presses upon others or not. It would appear they are too commonly possessed of the selfish purposes of the individualist without his creative force or courage. He seeks to create through his own effort, and if he will he can share with others. They depend upon organizations and collective power to force their plans, if they are not willingly accepted. They develop and exploit class consciousness, and determine to have their way if the forces at their command can compel its acceptance. One is inclined to ask—are we setting up another form of tyranny, without the compensating gain of individual responsibility and individual initiative and effort? The community needs both forces—individual initiative present in organized groups which are exponents of opposing views but neither should seek the exclusion of the other.

We are slow to see it, but our problem is not, how shall we obtain our share, but how shall we make something worth sharing; not one solved through capture, but through creation. It was perhaps natural in the reaction from the strain of the war to believe in the possibility of economic restoration along the path of less work and more enjoyment. We have entertained delusive hopes of a high standard of living to be attained with less effort and shorter hours of labor. It will not do. We must travel along the old highway of hard work with ungrudging service, while practising sound economy. This is an asset, not a penalty.

Many still believe that hard work for full hours is a penalty. Listen to Barrie's experience as recited to the young men at St. Andrew's:

> "So you will have to work harder. The Almighty doubtless could have provided us with better fun than hard work, but I don't know what it is. To be born poor is probably the next best thing. The greatest glory that has even come to me was to be swallowed up in London, not knowing a soul, with no means of subsistence, and the fun of working till the stars went out. To have known any one would have spoilt it. I did not even quite know the language. I rang for my boots, and they thought I said a glass of water, so I drank the water and worked on. There was no food in the cupboard, so I did not need to waste time in eating. The pangs and agonies when no proof came. How courteously tolerant was I of the postman without a proof for me. The magic days when my article appeared in an evening paper. The promptitude with which I counted the lines to see how much I should get for it."

Here Barrie catches the spirit. Life is a great adventure in which a man of red blood plays his part with joy in struggle.

Years ago, at the plant of of the William Davies Company the level of the city drains permitted a minimum of fall to the Don River. In consequence, during high water, the street drains blocked, and had to be opened. It was a particularly bad place for the workmen, as the ground had all been filled in, and mostly with cinders, hence there was no bond. On one of these occasions, the Superintendent of the work came into my office, mud from head to foot, and declared with enthusiasm "We have beaten every previous record in the time spent in opening and clearing the drain." Even in this class of work there is joy in struggle and achievement.

Suspicion, envy, hatred, with consequent unrest, have been unloosed in the world to an unparalleled degree. There is no world deliverance from this and the economic burdens of the war except through individual courage, with patience, individual acceptance of the spirit of obedience, with the individual hard work and determined saving, and with it all cheerfulness. If we have concurrent, purposeful, national and international action, planning for sound economies by Government, re-established exchanges and better understanding between nations, there will follow the gradual emergence from the present state of confusion and distress in Europe. Probably greater progress than known has already set in.

Few Serious Losses

Canada has had few serious losses to bear. We can accept our moderate discomforts with dignity and restraint. We can secure no early relief from heavy taxation. There can be no freedom for years from the drain upon our cash resources through overbuilt railways, now the property of the State, but we have no cause for fear, if we play the game with high courage—and do not leave our cheerfulness—whatever happens, we must not lose courage, or abandon a sense of individual responsibility. Taxation is troublesome. It arouses a sense of injury, with anger. This may be useful if it curbs new and extravagant national and municipal expenditures. But otherwise surely it is a mistake, unless

(Continued on page 58)

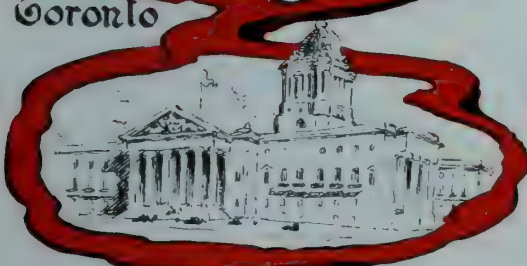
Canada's Favorite

from Coast to Coast











The high esteem with which the Paint buying public regard it, is the chief reason why dealers find Canada Paint so easy and profitable to sell.

Isn't it worth your while to investigate an agency proposition that will put you in touch with the demand for Canada's Favorite Paint?

A post card request is all that is necessary.

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Weekly Paint Markets

Montreal

MONTREAL, November 16.— A further increase in turpentine quotations is the chief price development on the local paint markets this week. Although this product has now touched a new high point, there is still a firm undertone locally. Quotations on linseed oil remain unchanged and there is a slight improvement noted in the question of flax-seed transportation from the head of the lakes. Whether or not this betterment will continue is problematic, the opinion being expressed that with the close of navigation and dependence on the rail route there will still be a difficulty in securing supplies. Much depends on this condition and for this reason the future price trend is considered as uncertain.

Although the strong undertone in white lead in oil has been very marked in recent weeks, the decision is reached to make no change in quotations at the present time and to extend the booking date to April first next year. Conditions in the market, however, are such that a revision may even yet be announced at a little later date, much depending on the trend of pig lead on primary markets in the following weeks. Shellac prices are unchanged with a somewhat firmer market tone reported from primary centres.

SOME IMPROVEMENT IN FLAX-SEED TRANSPORTATION

Montreal.

During the past week there has been a slight improvement in seed transportation, a factor which has been important on the local linseed oil market for some weeks past. This betterment, however, is only slight and to some there is still difficulty in getting supplies through from the North-west. It must be considered that navigation is now closed and crushers will have to depend entirely on rail shipments. With a shortage being felt for weeks past it is hardly thought reasonable that arrivals will increase to the extent that a normal condition will again exist for the earlier winter months at least. Crushers also are behind in their oil deliveries and there is keen interest in the market for all available flax-seed. It is recognized that the demand will not be as great during the next month or so, but with the above condition there would seem to be little relief insofar as the producer is concerned. Quotations locally remain unchanged in one and two barrel lots while the quotations on larger quantities are reduced through an increase made in the differential. Although no definite reason is given for this change, it is believed that it is for the purpose of attracting larger buyers, and meeting outside competition. Present prices are as follows:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.....	1 08	1 10
5 to 9 bbl. lots, per gal.	1 03	1 05

Less quantities, add ten cents per gallon.

TURPENTINE PRICES ARE AGAIN INCREASED

Montreal.

While former quotations on turpentine were recognized as being on a high level, apparently the peak is not yet reached as local distributors announce a further advance of five cents per gallon, due to the strong tendency still apparent in Southern primary markets. Reports from these centres indicate that during the past week the market recorded a slightly easier tone during the first few days but it fully recovered towards the latter end of the week, and is again placed in a very strong position. Business, while described as a little spotty, is generally active notwithstanding the new high levels reached almost each week. Offerings are still light and this is reflected locally where stocks are only moderate. Opinions are again expressed by local importers that little recession is probable during the balance of the year. Fluctuations may occur, but the undertone will maintain a strong market for some weeks to come. Following are revised quotations:

TURPENTINE—

1 barrel lots	2 15	2 20
2 to 4 barrel lots, per gal.....	2 13	2 18
Broken lots	2 25	2 30

WHITE LEAD BOOKING DATE EXTENDED TO APRIL 1ST

Montreal.

Although there is still a very firm undertone in the market for white lead in oil, it was decided this week to make no changes in prices, but to extend the booking date to April 1, 1923. The continued strength of pig lead on primary metal markets and the present price of linseed oil has maintained a strong tone in the finished product and there was a feeling that prices might be advanced at an early date. It is stated that there is little or no indication of any weakness in the market at the present time, and conditions are such that some revision may be necessary in the course of the next few weeks if raw materials continue on their upward climb.

Toronto

TORONTO, November 16.—Reductions in prices on turpentine, linseed oil and imported window glass feature the local paint markets this week. New discounts appear on Belgian glass which development brings prices on the imported grades nearer to a uniform basis with quotations on the domestic product. Turpentine price levels recede five cents per gallon, owing to the easier tendency now apparent in Southern primary markets. This trend is described as a natural reaction consequent upon buying inactivity resulting from the recent rapid upward movement. Distributors generally are not looking for any marked weakness, however, as the foundation of turpentine rests upon conditions of supply and demand extended over the ensuing winter period until the 1923 crop makes its appearance. Linseed oil prices drop two cents, current trading being on a quiet scale, with flax-seed supply conditions now showing some improvement. The extension of the booking date on white lead in oil to April 1, 1923, without any change in prevailing quotations, is another premier factor in paint circles.

Business in the paint industry continues fairly good, and there is but little change from week to week. There is the usual variation in conditions due to the change in seasons, and naturally consumption during the next few months is not going to be so heavy as during early fall; however, demand is generally reported to have been better than normal for the season, and it continues so.

REACTION APPEARS IN TURPENTINE MARKETS

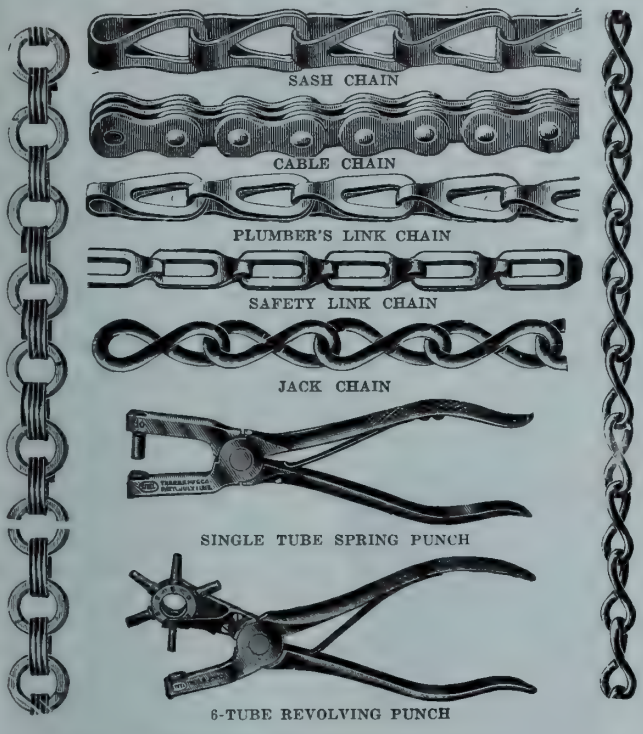
Toronto.

Turpentine quotations have been reduced five cents per gallon, this development reflecting the easier tendency that has been apparent in Southern primary centres. This change brings the local prices to $2.30 per gallon in one-barrel lots, and also reduces the spread in figures quoted by local distributors. Stocks are still described as moderate, while current trading continues quiet.

Recent reports from Savannah indicate that there has been a weaker tone to the market, chiefly on account of inactivity of buyers. Offerings, consequently, accumulated to some extent and quotations slightly receded. Price concessions, however, are more or less

(Continued on page 58)

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain" **Bridgeport, Conn.**

SIMONDS "The Saw Makers"

Crescent Ground Cross-Cut SAWS

The Perfect Saw That's Backed By a Strong Guarantee

Because of their edge-holding qualities and cutting ability Simonds Crescent Ground Cross-Cut Saws are in big demand.

Hardware dealers who want a share of the cross-cut saw sales should place their orders for Simonds now. The Crescent Ground Cross-Cut is the saw woodsmen use.

Write for Catalog and selling proposition.

Simonds Canada Saw Co. Ltd.

"The Saw Makers"

Montreal, Que.
St. John, N. B.
Vancouver, B. C.

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.



"Monitor" Brazing Lamp

The products of Britain--

It is a well-known fact among the Hardware trade that the products of Britain are invariably made up to a standard, and that standard is the highest possible, sturdy in construction, material of the very best, workmanship of the highest, and perfection of design.—The Monitor Line of Brazing Lamps, Blow Torches, and Furnaces are no exception to the rule, they are all "British Made Throughout."—The "Monitor" Coal Oil Brazing Torch illustrated is a perfect apparatus, burns coal oil, 30% hotter than gasoline, safer and more efficient. Write our nearest agent or your jobber for description and prices, and be sure to say "Monitor."

The Standard Meter Co. Limited

TORONTO, CANADA

Agents:

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

Ontario and East
A. G. & A. L. Brown & Co.,
207 St. James Street,
Montreal, Que.

If interested tear out this page and place with letters to be answered.

TORONTO MARKETS

(Continued from page 56)

expected under the conditions which contributed towards the recent rapid rise in prices. Distributors point out that while fluctuations may be evident from time to time, a general recovery is looked for owing to the firm basis of the market in respect to supply conditions in comparison with requirements extending over the ensuing months.

Following are revised local quotations:

TURPENTINE—

1 barrel lots	2 25	2 30
2 to 4 barrel lots	2 24	2 29
5 gallon lots	2 35	2 40

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

LINSEED OIL PRICES ON EASIER TREND

Toronto.

Linseed oil prices have receded two cents per gallon, this change also reducing the range which has been noted on the local market in levels quoted by distributing sources. The current call for linseed oil is described as just moderate, as it is now recognized that the prevailing demand will not be so extensive during the ensuing weeks. The condition in the flax-seed markets, however, have tended to maintain an appearance of firmness. With the arrival of seed in larger quantities there is a feeling that some corresponding price adjustments may be recorded in the near future. Some of the larger consumers are reported to be well covered at present, while others continue to purchase in small quantities. The revised local prices follow:

LINSEED OIL—

	Per gallon Raw		Per Gallon Boiled	
1 to 2 barrels	1 10	1 15	1 13	1 18
3 to 4 barrels	1 09	1 14	1 12	1 17
6 to 9 barrels	1 07	1 12	1 10	1 15

Less barrels, 15 cents per gallon.

EXTEND BOOKING DATE ON WHITE LEAD IN OIL

Toronto.

The decision to extend the booking date on white lead in oil to April 1, 1923, with no change from the present price levels, constitutes one of the premier paint market developments this week. Owing to the recent climb of pig lead prices and the strength thereby reflected in the finished product, it was generally felt that some advance in quotations on white lead in oil would not be surprising. However, quotations rule unchanged at present, although it is admitted that should raw materials, such as lead and oil, continue their upward price movement, a corresponding revision in white lead may develop.

WHITE LEAD IN OIL—

In five gallon lots $12.70 per cwt.
In one ton lots, $13.45 per cwt.
In less quantities, $13.80 per cwt.

"INDIVIDUALISM AS A FACTOR IN AFFAIRS"

(Continued from page 54)

the burden of taxation is unfairly distributed. We fought a good fight. A great increase of national indebtedness followed, which must be met by taxation. There is a manlier way than scolding about the cost to us individually. We can still remember that the flower of our young manhood gave their services, and many of them their lives in the great struggle. If we have to go without some comforts because our share of the burden means the payment of heavy taxes, should we complain?

Slippy McGee said "Parson, think of me leading the brigade down here, keeping up the work, fighting things that hurt, and finding out things that help. Lord, what a chance! A hundred millions to work for, a hundred millions of one's own people, and a trail to blaze for the unborn millions to come. Lord God, that is a man size job!"

There is an honourable place for each man in Canada to do his job as well as he can each day, and that is the way the world's work, which matters, is done.

PREPARING FOR BIG MAIL ORDER

(Continued from page 28)

to be the fact that for some years express companies have offered a C.O.D. service on parcels without such limitations of weight and carrying the right to the recipient to examine contents before paying.

Much Early Enthusiasm

When the C.O.D. regulations were first introduced many firms enquired very enthusiastically about its possibilities and stated that they expected to make much use of it. In some cases hundreds of tags were requested and all preparations made by these firms to do big business. Post Office officials are much disappointed that this burst of enthusiasm has not been maintained, and some veiled suggestion is made that the regulations may be changed somewhat to be more in line with the requirements of trade.

A very busy Christmas trade is expected in the Parcel Post division this year and plans are now being made to handle the biggest volume which has ever gone through. This is based on investigation work conducted by the postal authorities, and serves as an indication to retailers that an active Christmas business can be expected generally.

Questioned regarding the sending of "freak" parcels through the Parcel Post in view of the recent exposures showing that bricks, kegs of nails, etc., had been sent through this service in the United States, postal authorities stated that little of this was done in Canada largely due to the limitation to 11 lb. parcels for domestic business and the 4 lb. 6 oz. limit on parcels to and from the United States. It was pointed out that as high as 50 lb. parcels are allowed in the United States, in certain zones, and this allows a much more varied class of merchandise to be carried in this service.

HARDWAREMEN DISCUSS TROUBLES

(Continued from page 51)

to the store, went downstairs to read the meter. In a few minutes he came back upstairs and brought up one of the mops. He said to this hardware man, 'Say, boss, how much is this? It's just the thing I have been looking for.' The hardware man said the price was $1.00 and the meter reader took it along. Suddenly a bright light began to dawn and it occurred to this merchant that perhaps if he displayed these mops he would sell them. He therefore had the bundle brought up out of the cellar, displayed them in the window, and in the store, and in a comparatively short time had sold them all and placed a repeat order.

"Now I am going to ask you a question. What did you do with those hammock chains when you bought them?" "I put them on the shelf in the box." "All right, if that's the case I know and you know darn well why you didn't sell them." "I know it is not a very nice thing to have to criticize ourselves, but we might as well look conditions right in the face, and when we are wrong, swallow the pill even though it is a bitter one. There is too great a tendency to hide goods away on the shelves or under the counter."

President Joy—"I might state that I had an experience with hammock chains. I bought some last spring and sold out my whole stock of them, and what is more, I could not get any more of them from the wholesale house. If I had known that this other member had a stock which he could not sell I would gladly have taken them, because I could have disposed of them."

Explains Chain Store Development

Asked regarding chain store systems, and the Winchester chain store system in particular, Mr. Davis gave an outline of what had taken place in the United States, and also the comments of associations, officials, and members at the recent convention in the United States

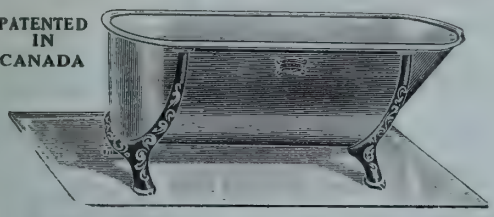
A lengthy discussion followed in which a great many phases of hardware merchandising were discussed including chain stores, theft of goods in the store, value of displays, and the possibility of conducting successful chain store systems in the hardware trade.

The next meeting of the Club will take the form of a dinner on December 12th. Announcement of the program will be made in the near future.

After visiting the big trading centers of Eastern Canada and the United States, Geo. Crump, buyer of hardware, ranges and toys for the Hudson's Bay Company, Vancouver, returned this week.

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.
Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment.—Order samples.

TWEED SANITARY CHEMICAL CLOSET

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.



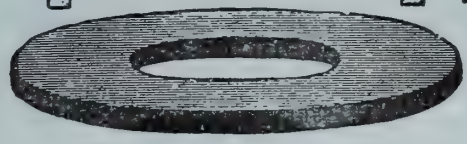
Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED, Ont.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

"ACME"





Shears *and* Scissors

Specially Hardened Cutting Edges

The specially hardened, sharp cutting edges of Acme Shears and Scissors, coupled with their low price for the quality, accounts, partly, for their selling so well that we have to produce 35,000 pairs daily to satisfy the demand. Prompt service.

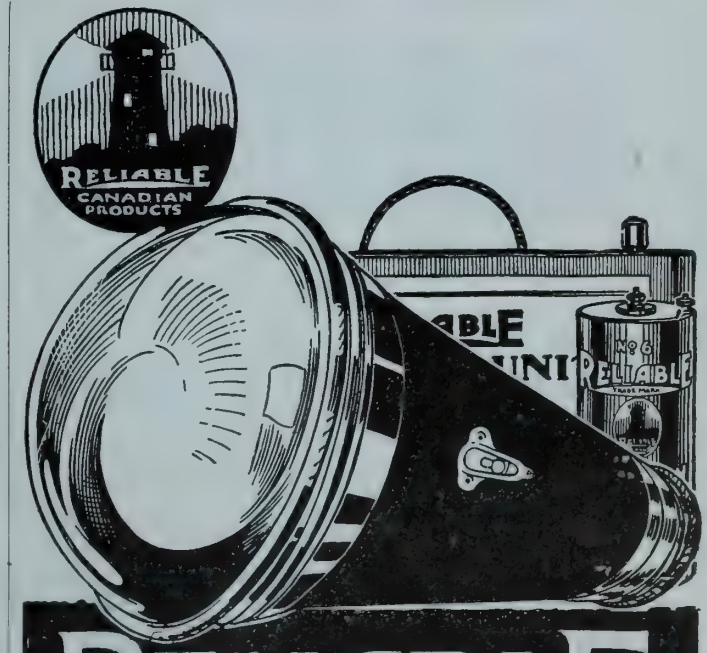
Write our nearest agent for information.

The Acme Shear Co.

Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent
Mr. A. J. McCrae, 23 Scott St. Toronto.



RELIABLE

TRADE MARK

FLASHLIGHTS & BATTERIES

"Lively and Lasting"

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short . .	.....	$10 00	$10 70
BB Caps . .	.....	.....	7 00
22 S Mush.	.....	.....	11 50
22 Long . .	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long . .	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W. .	38 50	.....	42 00
32 S. Colt ...	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S, & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	106 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
33/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent on American lists.

American empty shells, plus 15% n American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 2S ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
less than 12, each 0 50
12 or less than 50 each 0 45
In kegs of 50. each 0 40
Bbl. lots of 125 each..... 0 39
"Reliable" Ignition, 2½x6 inch
Less than 12 each.....$0 50
12 or less than 50, each..... 0 45
Box of 50, each..... 40½
Bbl. lots of 125 each. each. 37½
F. o. b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 60%.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.46.

Cut lace leather, Beardmore, $1.60 lb.

Cut lace leather, Anglo-Canadian, $1.45 lb.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List	Prices per dozen
3-16.....$6 00	18-16.....$12 00
4-16..... 5 00	19-16..... 14 00
5-16..... 5 00	20-16..... 14 00
6-16..... 5 00	21-16..... 16 00
7-16..... 5 00	22-16..... 16 00
8-16..... 5 00	23-16..... 18 00
9-16..... 6 00	24-16..... 18 00
10-16..... 6 00	25-16..... 21 00
11-16..... 7 00	26-16..... 21 00
12-16..... 7 00	27-16..... 24 00
13-16..... 8 25	28-16..... 24 00
14-16..... 8 25	29-16..... 24 00
15-16..... 9 50	30-16..... 27 00
16-16..... 9 50	31-16..... 30 00
17-16.....12 00	32-16..... 30 00

Discounts from Standard List

Gilmour auger bits 25%

Do. special 40/5%

Do., car bits 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car bits, net list.

Mephisto, electricians and expansive, plus 10 per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%

Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) 3/8 in. dia. and smaller, 6 in. and shorter, 40 per cent.

Carriage Bolts ($1 list), ⅜in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, ⅜ in. dia. and smaller; longer lengths, 35 %.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, No.'s, 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%).....30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55 per cent.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Sleigh shoe bolts, all sizes, 25%.

Bolt ends, 35%.

Coach and lag screws, 45 %.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00, Tapped, off net list, $0.50.

Nuts, 2 in. and smaller. hexagon. Blank, off net list, $0.50.

—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS **Base**

Sheets, base, Montreal	**0 24**
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS **Doz.**

No. 5, 4 strings	$ 6 65
No. 5, standard	**7 50**
Little Beauty	**9 40**
Royal Blue	**13 90**

BUTTS **Wrought Steel—**

No. 840	**Less 12½%**
No. 800	**Net**
No. 838	Less 12½%
No. 808	**add 10%**
No. 804	**Less 17½%**
No. 802	**Net**
No. 810	**add 25%**
No. 814	**add 25%**

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel $3 63

Less car lots—

Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case .....$ 8 40

B—6 doz. case 7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz., Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$19 20
T. F., No. 2	20 40

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B. B.
⅜ inch	13 20	$15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.

Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 55c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.



Saves High-priced Coal

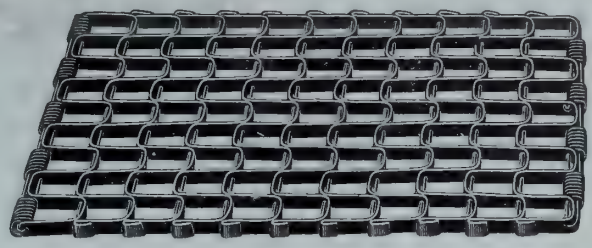
Help your customers to keep down the coal bills—urge them to use weatherstrip around the windows and doors. It's the best investment they can make.

"Frost King" is a weatherstrip that is well-known now—and it is known as efficient and reliable. Placed around windows and doors it will keep out the cold drafts and conserve the warmth in house. Made of felt—it is quick-selling, efficient and durable.

Order from your jobber

Frost King Weatherstrip Co.

Montreal -:- Que.



KEYSTONE

Flexible Steel Mats & Matting

Keystone Mats are clean. They can be lifted and the mud and snow wiped away. They will not fill up and hold mud and dirt like the fibre and brush style mats.

Keystone Mats are flexible, reversible and durable. Special size mats of any desired dimensions made on short notice. They come in one hundred foot rolls, all widths, from which are made complete mats, any length.

We stock them in sizes 1 to 8. We will be glad to supply particulars of our Keystone Flexible Steel and Ideal (Rigid) Wire Door Mats.

Port Hope Mat & Mfg. Co.

PORT HOPE, ONTARIO



Model F—A High-grade Ladies' Skate



C.C.M. Figure—For Fancy Skating.

Two of the new models

Check Up Your Stock

Every time you are out of a certain size or a particular model required by a customer, you may lose a sale. Skate customers, as a rule, want their skates right away. They won't wait for you to send to the factory.

To avoid losing sales, why not check up your stock now and see if you are low in some lines? Then order from our representative or by mail. And don't forget the new C.C.M. models (two of them shown above) when you order. They will add to the interest of your skate displays and should prove good sellers. Also bear in mind **C.C.M. Bob Skates** and **C.C.M. Improved Steel Ankle Supports**—two winners!

Canada Cycle & Motor Co.
LIMITED
WESTON, ONT.
Montreal, Toronto, Winnipeg, Vancouver

C·C·M· Automobile SKATES

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz..... 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank 57½%
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
K. F. and Arcade.....60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson .....35|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922 Class A, less 60 per cent. Classes B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES
Per doz.
For 15" Axle $9 60
For 17" Axle 10 20
For 19" Axle 12 30
Ball Bearing 16 80

HALTERS, ROPE—
Per gross.
Sisal, 7-16 in. 21 00
Do., 9-16 in 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 and 10%; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	13 75	
Do., No. 1	15 30	
Do., No. 2	16 25	
Stearns, 4"	12 40	
Do., 5"	16 60	
Perfect, No. 1	18 75	
New Milo	12 50	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West	30 00	

HATCHETS, SHINGLING—
No. 1 ..... 9 75
No. 2 ..... 10 75

HATCHETS, LATH
No. 3 ..... 10 00
No. 4 ..... 10 25

HATCHETS, BARRELING—
Nos. 50 and 60 ..... 14 00

HATCHETS ,CLAW—
No. 7 ..... 11 00
No. 8 ..... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
National Glower Heater 8 75
National Heatray Heater (List) 11 00
Majestic, 1 burner 10 00
Do., 2 burner 15 00
Universal 13 80
Do., 2 burner 15 00
Discount 30 per cent.
Hotpoint Hedlite, net doz. $88.20.
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets
Clark's No. 1 ..... 1 90
Do., No. 3 ..... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

	Strap Doz.	Tee Pairs
Heavy in Bulk.		
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 71
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7.15 in., $7.50 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron 0-7	6 90	7 15
Long heel light iron 3-7	6 90	....
Medium iron 1-8	6 90	7 15
Heavy iron 6-8	6 90	....
Snow 1-6	7 15	7 40
New-light "X-L" steel 1-6	7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-counter-sunk .. .. ..1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set $1 95
Potts' nickel plated, per set.. 2.05
Pots' handles, japd. grs.....21 40
Common, per cwt. 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heaths 14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only 0 28	0 30
Faultless, 4 to 8 ft. only....	0 44
Do., 10, 12, and 14 ft. ...	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft...	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.
Short or Long Globe, plain.. 9 20
Do., Japanned 9 70
Dash, Japanned 12 80
Do., Search (r'nd reflec.) 12 80
Litle Bobs 2 15-4 30
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .. ..$1 05 doz.
3 doz. cases .. ..$1 10 doz.
1 Doz. cases ..... $1.25 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.
Steel Thumb, No. 2 .....$ 2 00
Do., No. 3 ..... 2 50
Barn Door, No. 5 ..... 3 00
Do., No. 8 ..... 3 60
F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, Style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 29 00
Home, water motor 30 00
Whirlpool, water power 32 00
Hydro, 1 Tub, engine drive 57 00
Do., electric 16 50
Rotary water motor washer 29 00
Connor, ball bearing, with rack 22 75
Perfection, engine drive 69 00
Do., Electric 118 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 28 00
Partiot 21 50
Jubilee 12 50
Canada First 21 50
Minimax Electric 129 00
Mono-Vac, electric 145 00
Less 30 per cent.
Freight equalized with Montreal,

MATTOCKS—
Cutter, doz. .. ..$ 9 75
Pick, doz. 9 75
F.O.B. Montreal.

MIXERS, BREAD—
Canuck—
No. 4, dozen $33 95
No. 8, dozen 44 90

Universal—
No. 4, dozen 36 00
No. 8, dozen 48 00

MOPS— Doz. Net.
Liquid Veneer, Champion.... 16 00
O-Cedar, large, with handles 16 00
Do., small, with handles.. 10 00
Crank-Wringing 6 75
Self-Wringing, complete 4 00
No. 6, Sticks 1 35
No. 10, Sticks 2 00
No. 11, Janitor, ... 4 75
Smart's 4 00
F.O.B. Montreal, Toronto, Hamilton, London.

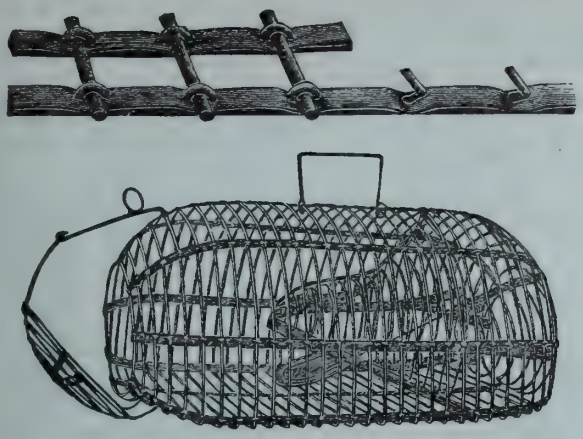
MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt.....	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, September 9, 1922.
Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base



Made in two sizes, 16″ and 18″

Rats Are a Scourge!

Urge your community to quickly exterminate the rats with Macdonald Rat Traps. The top illustration shows how the trap is fabricated—it is so strong it lasts indefinitely and will catch several rats in a single night or day.

Order From Your Jobber

Macdonald Wire Goods Co. Regd.

Drummondville, Que.

The Apex

ELECTRIC SUCTION CLEANER



Gets into the Corners and under the Furniture

Only with the Apex can you clean under things as well as around them; the exclusive inclined Apex nozzle gets under radiators and low furniture, around table legs, goes square up to baseboards, edges into corners and gets the dirt wherever it is.

Dealers:—Write for literature, dealer helps and sales plans that will show you how Apex advertising and Apex performance can make money for you.

Over half a million already sold

McDonald & Willson

Limited

347 Yonge St. Tested and Approved by the Department of Household Engineering Good Housekeeping Institute Conducted by Good Housekeeping Magazine **Toronto, Ont.**

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

May we quote you on

Monarch Brand NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered.

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c. over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.
Owen Sound or Collingwood $3.75 base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.65 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.
Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montl. Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls:
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch....	$1 80	48 inch....	$6 20
18 inch....	2 65	60 inch....	7 20
24 inch....	3 40	72 inch....	9 20
30 inch....	4 00	84 inch....	10 50
36 inch....	4 75	96 inch....	12 00
42 inch....	5 50		

1½ inch mesh and 19 ga. wire:

12 inch....	$3 50	42 inch...	$10 50
18 inch....	5 00	48 inch....	12 00
24 inch....	6 30	60 inch....	15 00
30 inch....	7 75	72 inch....	18 00
36 inch....	9 90		

1 inch mesh and 20 ga. wire:

12 inch....	$4 00	42 inch...	$12 00
18 inch....	5 50	48 inch....	14 50
24 inch....	7 00	60 inch....	17 00
30 inch....	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire:

24 inch..	$10 50	36 inch...	$15 00
30 inch....	12 75		

½ inch mesh and 22 ga. wire:

24 inch...	$16 50	36 inch....	24 00
30 inch....	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible— Per rod.
1848 ... ... 0 67
2060 ... ... **0 72**
Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.
Blue Ribbon—
24 inch, per roll.. ... ... 5 50
36 inch, per roll 7 15
48 inch, per roll 9 85
72 inch, per roll 11 25
Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— Per 100 lbs.
Plumbers' in 50 lb. bales... 6 00
Navy Special, No. 1 ... ... 13 00

OILS Toronto
Royalite, gal. 0 21
Gasoline, net, gal 0 29

Above prices net.	Gallon.
Black oil (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder, ...	0.69.5
Mach. oil, reg. grades ..	0.39.0
Imperial gas engine oil ..	0.59.0
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list ....$	1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine special heavy	1 00
Polarine ex-heavy, list	1 25

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.11.80
Do., tank wagons, net ..	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	**0 32**
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone .. ..$	1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag...	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95

Per 100 lbs.

Monarch sheathing, white ..	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.

Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb. ..	0 16
1-lb. pkgs., case lots, lb. ..	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz. ....$	8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES Per case

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons) ...	1 50
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 57. November, 1922.

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 30	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,		$18 40
3 in., in 10-ft. lengths	list	22 30
4 in., in 10-ft. lengths,	list	29 60
5 in., in 10-ft. lengths,	list	40 00
6 in., in 10-ft. lengths,	list	49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %
8 in. ... ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ... ... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl. ....$	18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt. ..	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets ..	5 40 4 90
Do., 60 sheets	5 50 5 00

PLATES, COKE TIN

20x28x100 lb. basis, box .	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	**15 00**
20x28 IXX, 56s, box ...	**9 00**
20 x 28 IXXX 56s box	**9 75**

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	**10 00**
IXX, 20x28, 56s	**12 00**

PLATES, TERNE (Prices nominal)

IC. 14x20, 112 sheets	$11 50

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.).... ...	12 00
½-gal. cans (Imp.).... ...	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ...	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned ... ...$	3 70
No. 158, galvanized	**3 95**
No. 50, japanned	3 75
No. 159, galvanized	**4 00**

PUMPS— Pitcher Spout / Closed Spout

No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0....	$6 85	No. 4....	$12 75
No. 1....	7 50	No. 5....	15 25
No. 2....	8 75	No. 6....	18 00
No. 3....	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 47½%: iron burrs, 47½%; off list on 200-lb. kegs.
Copperred rivets, net extras 2c. lb.
Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.
Rivets, ½ in. and larger $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.
Everlastic Multi-Shingles
4 shingles, in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 65
Do., 18 wide 3 10
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums..... ...	**0 08**
125 lb. drums	**0 09**

Above prices less 20 per cent.
1 lb. cans, per doz. 3 00
5 lb. cans, per doz. 8 00
10 lb. cans, per doz. 15 00
Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis ...	0 18
British manila, basis ...	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis ..	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — **⅝ in.** ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline ...	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton rope, ⅛ in.....$	0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland. Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.
Renfrew Household 5 40

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright 80		5%
Wood O.H., bright 77½		5%
Wood R.H., bright 77½		5%
Wood F.H., brass 75		5%
Wood R.H., brass 72½		5%
Wood O.H., brass 72½		5%
Wood F.H., bronze 70		5%
Wood O.H., bronze 67½		5%
Wood R.H., bronze 67½		5%
Square cap 55%		
Hexagon cap	**55**	**%**
Coach or lag screws 45%		

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14.—1 in. $12.15; 1⅛ in. $15.30; 1¼ in., $17.40.

The Cheapest Service

"Plumbing is the cheapest Service extended to the Public"

This is very contrary to the general disposition of the public toward the plumber's charges but it is a fact and the reason why is outlined in an article in the Nov. 15 issue of Sanitary Engineer by Wm. J. Wooley, who has had years of experience in the plumbing industry. He gives some fine suggestions as to how plumbers can overcome the prejudice which exists.

611,000 Rural Dwellings In Canada Have No Plumbing

Canada's population is 54 per cent. rural. With per capita wealth of $2,500 there is little reason for this vast field of possible business being so neglected as these figures show.

The possibilities of the rural field of business in sanitary and heating equipment are dealt with in the Nov. 15 issue with some definite suggestions for developing this class of trade.

Twelve Phonographs For Every Gas Water Heater In Use

Conditions indicate much more aggressive salesmanship on part of those selling phonographs, automobiles and other more or less luxury lines than is the case with water heaters and such plumbing equipment which is a distinct utility.

Enough Work for Every Journeyman Plumber to Be Constantly Employed for 28½ Years

Installing plumbing in houses now built but unequipped and enough work installing heating equipment to keep **every Heating Engineer busy for 28½ years** installing equipment in houses now built but unequipped. These facts are given a definite application in an article in the Nov. 15 issue of Sanitary Engineer.

Read the headlines over again. Do they interest you? Do they startle you? Do they make you want to read the article and find out what they are pointing to? Act on that impulse! Treat yourself to an early Christmas present by subscribing to receive SANITARY ENGINEER regularly—every two weeks for all next year. It will be a pleasure—and it's a sound business investment for BETTER BUSINESS IN 1923.

Send the Coupon While You Are Thinking of It — NOW

.....*1922*

Please send me Sanitary Engineer. It is understood if I subscribe now I will get the November and December copies as well as all of 1923 for the regular yearly subscription price.

I am enclosing
Bill me for $2.00 to pay for my subscription till December, 1923.

Name .....

Address .....

Occupation .....

If Interested tear out this page and place with letters to be answered

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES

Cast Steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS Doz.

00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M	$15 00

STANDS, WASHTUB

Dowswel, doz.	44 10

STAPLES (Fence)

	Per 100 lb. kegs
Bright	4 15
Galvanized	5 15

STOVES, Oil Burning, Cooking

	List each.
Puritan, No. 22, 2 burner	21 50
Do., No. 23, 3 burner	26 00
Do., No. 24, 4 burner	34 00
Perfection No. 32, 2 burner	21 50
Perfection No. 33, 3 burner	26 00
Perfection No. 34, 4 burner	34 00
No. 22G oven for above stoves	8 00

Discount, 30 per cent. off list.

McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.

No. 525, each	$ 8 00
No. 530, each	9 00
No. 630, each	12 00

Discount 30 per cent off list.

Hot Blast	Less 20%

30 per cent discount off No. 525, No. 530, No 630, only.

STRETCHERS, WIRE

Hercules, doz.	$3 60

STRETCHERS, CURTAIN—

Star No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun. No. 2	22 00

SWEEPERS—Carpet (Bissell's)

Amer. Queen, nick, fittings, cyco ball bearings	$ 60 00
Champion, jap. fittings	45 00
Grand, jap. cyco b.b.	68 00
Grand Rapids, nick., cyo b.b.	55 00
Do., jap., cyco, b.b.	50 00
Parlor Queen, Nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard jap. fittings	46 00

F.O.B. Montreal, Toronto, London Hamilton.

Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissel's)

	Doz.
Grand Rapids, nickeled	$106 00
Household, japanned	94 00

F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—

Ontario, 4-passenger	$8 75

TACKS Discount

Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each
263	50 ft. Challenge Stl.	4 95
103	50 ft. Reliable Jr., Stl.	5 25
243	50 ft. Rival Steel	4 40
553	50 ft. Steel	3 95
1243	50 ft. Rival Jr., Steel	4 06
603	50 ft. Metallic	3 17
604	66 ft. Do.	3 54
403	50 ft. Linen	2 39
		Dozen.
713	50 ft. Ass Skin	6 15
714	66 ft. Ass Skin	7 37
143	3 ft. Steel Pocket	7 27
145	5 ft. Steel Pocket	9 20
175	5 ft. Linen Pocket	6 35
165	5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL

Refined, bbl.	$10 50
Crude, bbl.	9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal, net	$7 25
Canadian Beauty, Reversible	4 65
Upright, with rack, net	5 00
Hotpoint Reversible	4 60

Net, in ½ dozen lots.

National stove	6 25
Do., upright	5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets, for above	2 00
T. F., steel track, 1" x 3", per 100 ft. net	$ 9 38
Do., 1¼" x 3-16	10 00

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 80
12 in.	21 20	Less	70%

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1, doz.	$2 45
Giant, No. 1	3 20
Jump, No. 1	3 20
Hawley & Norton, No. 1	4 75
Newhouse, No. 1	7 05

F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER

	per f.t
500 feet	0 11½
550 feet	0 12½
600 feet	0 13½
650 feet	0 14

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)

5 lb. sack, 3-ply	$0 55
Do., 4 ply, lb.	0 57
Cones, 3 ply, lb.	0 51
Do., 4 ply, lb.	0 55

VALVES AND COCKS

Compression work—Standard	45%
Fuller work—Standard	30%
Basin Cocks, Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	41%
Flatway stop and waste cocks Standard	54%
Brass steam cocks, ½" to 2"	50%
Do., 2½" to 3"	43%
Radiator valves—Standard	53%
Do., removable disc	53%
Globe, angle and check valves, standard	25%
Gate or Straightway	16 10%
Jenkins gate valve	16 10%
Jenkins Globe	10 10%
J.M.T.	10 and 10%
J.M.T. C.	16 10%
J.M.T. gate valves	16 10%
Emco Globe and Check, standard	25%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Cr scent. prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—

Navy, steel wheel, doz.	$105 00
Garden steel, doz.	78 74
Light Garden, doz.	57 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:

No. 9 and heavier	Base
No. 10	$ 0 06
No. 11	0 12
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:

No. 18	$ 8 75
No. 19	9 25

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E	$100 00
Dom. Bench, No. 541 EB	160 00
Favorite, No. 511E	92 00
Favorite, No. 512	96 00
Royal Canadian	88 00
Favorite, No. 514	133 00
Ottawa, No. 331E	95 00
Challenge, No. 311E	87 00
Warranty	100 00
Bicycle, 11 in.	95 00
Eze	94 00
Rapid	86 00
Eureka	63 00
Blue Belle	100 00
Do., Folding B	160 00
Rival	95 00
Model	85 00
Imperial	94 00
Gem, No. 131E	94 00
Sunlight, No. 111E	86 00

Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

NO. 385

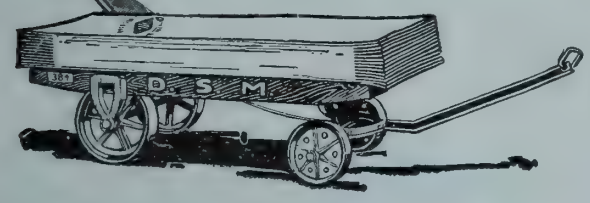
TIGHT COATED SHEETS

Our regular coating on "Premier" Galvanized Steel Sheets is quite heavy, in fact 25% to 30% heavier than considered necessary by most makers. On that account it may be advisable to specify **"Tight Coated Sheets"** for special forming work, such as **Eavestrough, Conductor Pipe, Ridge and Hip Cap, Metal Shingles, etc.**

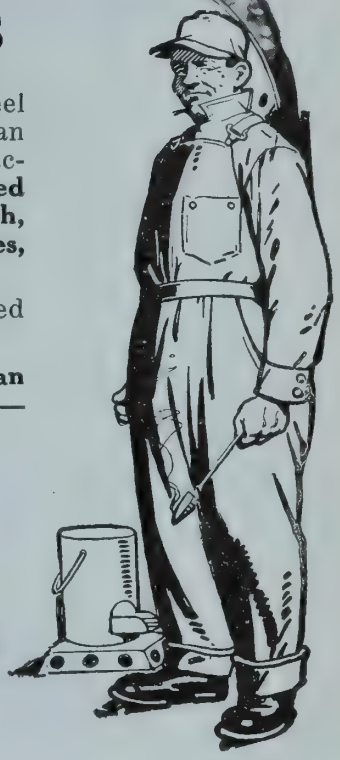
Such stock has the regular coating specially applied to withstand forming satisfactorily.

When you get a "Premier" Galvanized Sheet **you can absolutely depend on a satisfactory uniform coating**—no rusting through thin spots after short service.

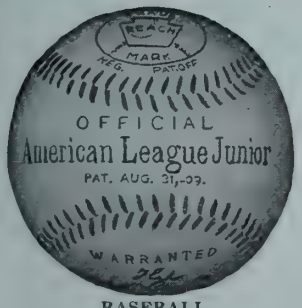
TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



Reach



BASEBALL

Canadian Made Athletic Goods FOR CHRISTMAS



TENNIS BALL

Are you prepared to take care of the Christmas Trade Demand for Sporting Goods? A Display of ***Reach*** Goods would bring Business

Write or wire for our Catalogue and full Particulars

Hockey Supplies

Rugby, Basket Ball, Volley Ball, Soccer, Golf, Tennis and Baseball Supplies, etc.



GOLF BALL

A. J. REACH CO. OF CANADA

LIMITED

BRANTFORD - ONTARIO



BASKETBALL.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

BLUE STONE

Per lb. bbls.	0 07	0 08
Less quantities		0 10

COLORS (Dry)

Raw and Burnt Umber, 100 lb. kegs, No. 1	06-08
Do., less quantities	08–10
Raw and Burnt Seinna 100 lb. kegs, lb.	06 08
Do., less quantities	08–10
Imp. green, 100 lb. kegs	16–19
Chrome green C. P.	35-40
Chrome yellow	20-40
Brunswick green, 100-lb. keg	11-12
Indian red, 100-lb. keg	08-18
Lamp black in bulk	0.26
Packages	30-38
Venetian red, best bright	06-08
Do., No. 1	04-05½
Drop black, pure dry	18-20
Golden ochre 100-lb. kegs	0 08
White ochre, 100-lb. keg	0 06
Do., barrels	0 05
Yellow ochre, barrels	04-06
French ochre, bbls.	06-08
Spruce ochre, 100-lb. keg	06-08
Can. red oxide, bbls.	0 04
Vermillion, American	0 35
English vermillion	1 85
F.o.b. Montreal. Toronto.	

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$ 4 00
Ad-el-ite, tins, gal.	3 75

COLORS in OIL, Pure 1-lb.

Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25 lb. irons	0 35
F.o.b. Montreal. Toronto.	

ENAMELS (White)

	Gal.
Dougal Muronic	$ 6 40
Vitralite	7 93
Duralite, Imp. V.	6 10
Old Duck, S. W.	6 50
B-H "White" Enamel	6 60
Martins, white	7 10
Satinette, International V	7 24
C. P. Co. Allbagloss	6 40
C. D. Master Painters'	6 85
R. C. J. & Co. Ltd., Glitrox	6 50
Mooramel	7 00
Lowe Bros., Linduro	7 10
Sunshine, white	6 10
Kyanize (Boston Varnish)	8 10
Solpar	4 60
Paripan	9 10
Jasperlac, O.P.W.	4 25
Invincible	6 50
Hillcrest Sanderson's	5 50
Luxeberry	7 43
Agate, Ramsay's	4 50
Ripolin, Glidden	7 19

GLUE Per lb.

English, sheet	24-30
White pigsfoot	0 50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	0 18 0 20
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs.	20 00
Case No. 8, 100 ½-lb. pkgs.	23 00
Case No. 9, 200 ¼-lb. pkg.	29 00

GLASS—Window

	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Imported, less 7½ per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal. 70/10%.

GLASS PLATE,
Montreal and Toronto. 60% off.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	12 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.

Genuine, 560 lb. casks	9 75 to11 00
Genuine 100 lb. casks	10 75 to 12 00
Less quantity	11 75 to 13 00
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 8 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55 $2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.

In Barrels, per gal.	0 60
Half-Barrels, per gal	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co., pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, white	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.,	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.	1 50	1 50
5-10 gal. cans. gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels		0 45
Half barrels		0 50
5s and 10s		0 60

PARIS GREEN 100-lb. lots

½ lb. paper cartons, per lb.	0 40
1 lb. paper cartons, per lb.	0 38
5 lb. tins, per lb.	0 42
1 lb. tins, per lb.	0 40
25 lb. tins, per lb.	0 36
50 and 100 lb. drums, per lb.	0 34
250 lb. kegs, per lb.	0 32½
500 lb. barrels, per lb.	0 32

F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.

G., medium grade	$4 50
Water white	5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd.	1 80	2 05

TAR

	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Crown and Anchor	3 00
Adelite, (A. & E.)	3 00

VARNISHES Per gal. cans

B. H. Floors	4 08
B. H. Maritime Spar	5 18
B. H. Hard Oil	2 76
B. H. Gold Medal	3 42
Elastilite, Imp. V.	3 95
Granitine, Floor Finish	3 95
Hydrox Spar, Imp. V.	5 00
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
Glidden Jap. Spar	5 79
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No., No. 61	5 74
Jamieson's Copaline	4 10
M-S Marble-ite Floor	4 32
M-S Wood-Var.	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not, S. W.	4 03
Quick Action House	2 70
Rexspar, S. W.	5 13
Scar-Not S.W.	4 76
Lowe Bros., durable floor	4 30
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor.	4 95
Luxeberry Light	4 56
Luxeberry granite	4 56
Luxeberry spar	4 73
Ramsay's Universal	3 80
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 00
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 28
C. D. Furniture	3 80
Dougall Univarnish, clear	4 50
Dougall Transparent, spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
S. W. Aqualite, 100 lbs.	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 10; Fanc, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax	$ 0 45
Berry Bros.	0 60
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING

Gilders, bolted in bbls	2 50

WOOD ALCOHOL Per gal.

In five gallons	1 50
Methylated Spirits	1 50

Brighten Up Your Local Advertisements

A picture tells a story at a glance.

A good illustration directs a reader's attention at once to the article advertised.

An illustration adds emphasis and contrast to cold type.

Illustrated advertisements bring more business.

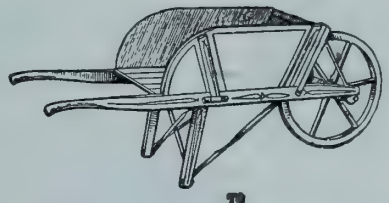
Write to-day for HARDWARE AND METAL'S free booklet showing over 400 electros of which the following, taken at random, are samples.


91


175


247

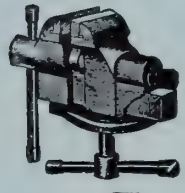

253


70


227


97


372


376

Any of the 412 electros in the booklet are available to subscribers at 30c each, cash with order.


269

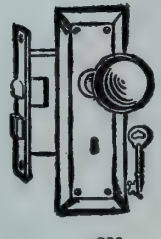
Write To-Day for Free Booklet.

HARDWARE & METAL

Electro Department

143-153 University Avenue

Toronto, Canada


282

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ..	23 50	.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto		.....	63 00
32/30		....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.....		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
32 Rem. Rim.....		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim.....		.....	159 50
351 Self Ldg.....		.....	121 50
44/55		.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen	
3/16.....$6 00	18/16....$12 00	
4..... 5 00	19	14 00
5..... 5 00	20	14 00
7..... 5 00	22	16 00
6..... 5 00	21	16 00
8..... 5 00	23	16 00
9..... 6 00	24	18 00
10..... 6 00	25	21 00
12..... 7 00	27	24 00
11..... 7 00	26	21 00
13..... 8 25	28	24 00
14..... 8 25	29	27 00
15..... 9 50	30	27 00
16..... 9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00	$14 40	
Double Bit	17 00	
Broad Axes 52 00	57 00	

AXES, Bench

Single Bit 10 80	13 00	
Double Bit	17 00	
Broad Axes	56 00	
No. 5	27 70	
No. 6	30 00	

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in., x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $5.75; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER

Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each ... ...$ 9 00

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT

Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE

Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb
Tinned, 50c.

CORD, SASH

Coils or Hanks.

No.'s. 8, 9, 10 per lb.....	0 63

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 5 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable

Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS

Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 8	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face—	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64. 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over. $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices.

Light Strap—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.23; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.51; 5 in., $1.88; 6 in., $2.16; 8 in., $2.40; 10 in., $4.04; 12 in., $6.58; 14 in., $7.52.
Heavy Strap—4 in., $1.68; 5 in., $2.24; 6 in., $2.48; 8 in., $3.30; 10 in., $5.85; 12 in., $7.14; 14 in., $8.30.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17.50	
Lightning $17.50	

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel

Doz.

102 ... ...$ 1 85	
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.51 per 100 lbs.

LEAD WASTE, $13.41 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL

per gal.

Raw	$1 25
Boiled	1 28

MACHINES—WASHING

Each

Dowswell ... ...$ 9 55	
New Century	15 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3 ... .i.	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt .. ..$	9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 00
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4			7 25
No. 5 .....$	5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark
Behind the Hardware House
of Quality

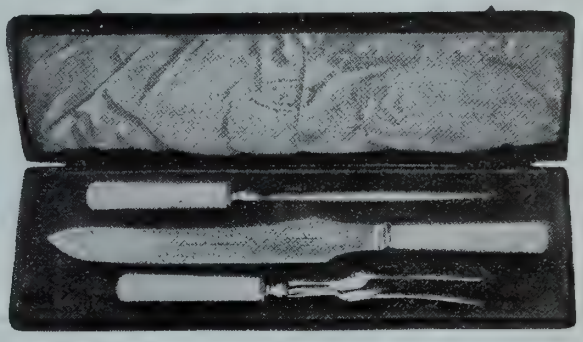
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The Largest
Wholesale Hardware Dealers
in Canada

CASE CUTLERY FOR CHRISTMAS TRADE



No. 3578 Wostenholm



No. 14440 Jos. Rodgers & Sons



No. 73 Knives and Forks

We have a most complete stock and can ship promptly.

Case Cutlery including three-piece and five-piece Carving Sets.

Also Table and Dessert Knife Sets, plain and stainless steel. Now is the time to get your stock of these lines.

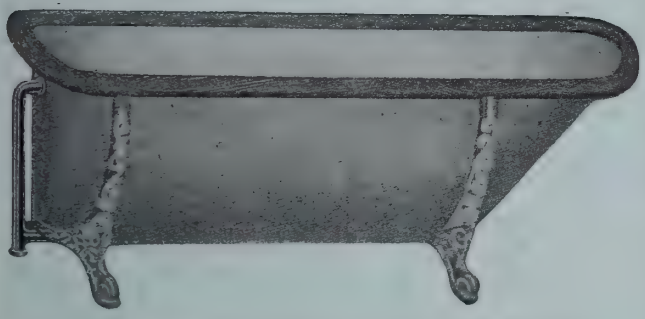
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No. 06159 Child's Set

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED

Calgary Winnipeg Saskatoon



"ST. LAWRENCE" Wooden Rim Enamelled Steel Bath.

"The Quality Steel Bath"

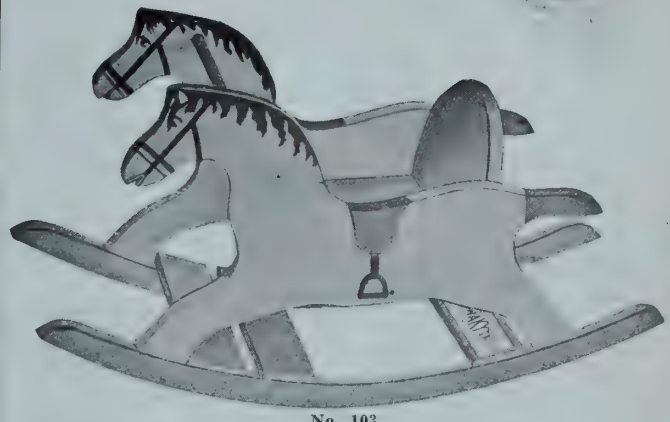
We have pleasure in presenting to the trade our "ST. LAWRENCE" Wooden Rim Enamelled Steel Bath, made of strong Galvanized Sheet. Best procurable Birch Rim. Full Height Cast Iron Legs. Nickel Plated Waste and Overflow with Chain and Plug.

The Leader in Quality & Finish

Large stock on hand. Shipment made promptly. Write us for further information and prices.

ADOLPHE HUOT, LTD.

63½ Dalhousie St. Quebec, P.Q.



No. 103.

Wakyte

Shoo-Fly Rockers

Like our other toys this Wakyte Shoo-Fly Rocker is of a very superior quality and finish, and cannot be compared with other cheaper rockers. Made from 1¼ in. kiln dried wood. finish red, brown, and black enamel. Length 33½ inches. Width 13 inches. Height. 17 inches. Shipped three to a crate.

You'll have no trouble selling this popular toy as a display will create a profitable attraction. It is very popular with the average child.

We also manufacture a complete line of Buster Cars, Pony Cars, Wheel Barrows, etc., and the "Comfort" Weather Strip.

S. H. Whyte Mfg. Co., Limited

Winnipeg - Manitoba

If Interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 65½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65

25% and 10%.

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel	6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid	Veneer	O-Cedar
4-oz.		$ 2 40	$ 2 40
12-oz.		4 80	4 80
1-quart		10 00	12 00
½-gal.			20 00
1-gal.		28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn. 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER

	Quire	B & A Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—

	Doz.
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.&N.	Doz. Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 88	18 00

TURPENTINE

$2.35 per gallon.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 52
Cotton, 3-ply balls	0 56
Cotton, 4-ply cones	0 56
Cotton, 4-ply balls	0 60

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½% off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, lis tplus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms. list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 6 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

WIRE CIOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.
Stillson—50% off list.

Aiways Ready	—Dozen— Black, N P.
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES Doz

Regent	$69 00
New Era	76 50
Universal	49 50

Profit By Created Confidence

CONFIDENCE is the foundation of business. The volume of trade that you may do is determined by the measure of public confidence you enjoy. Given confidence and proper business methods your possible turn-over is limited only by the purchasing power of the consumers you reach.

But confidence is hard to create. It costs money, time and effort and back of these there must be quality products and honest men. It is the most costly part of a business structure and the most easily destroyed. One mistake, one inferior lot of goods, may cost any firm the confidence it has developed in years of constructive selling.

Advertising has been proven to be the most effective and economical means of creating confidence. The public confidence necessary to the success of the largest industries has been gained through advertising. This confidence is an existing sales force that should be used to your advantage.

When you feature goods advertised in The Nor'-West Farmer you add to the confidence you already enjoy, you profit by the confidence your customers have in advertised goods and benefit by the confidence this paper has earned in forty years of service to western farm homes —almost 80,000 now.

Buyers of advertised goods are repeat customers. You hold their confidence by supplying them with goods they know. You can protect and strengthen the structure of confidence you have built by handling advertised lines.

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Desbrosses St., New York.

ADVERTISING SPECIALTIES
Hurtubise, Limited, Montreal.

ALUMINUM
British Aluminum Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Debrosses St., New York.

ALUMINUM SOLDER
Lenk Mfg. Co., Boston, Mass.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Aluminum Specialty Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Hurtubise, Limited, Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Veri Best Aluminum Co., Toronto.
Wentworth Mfg. Co., Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.

ANGLE BARS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.

ART GLASS
Pilkington Bros., Limited, St. Catharines, Ont.

ASBESTOS MATS
E. T. Wright Co., Limited, Hamilton, Ont.

ASH CANS
Geo. W. Reed & Co., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

ASH SIFTERS
The Burrowes Mfg. Co. Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
B. J. Coghlin, Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adamson Mfg. Co., Limited, Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N. Y.
B. J. Coghlin, td., Montreal, Que.
Dominion Chain Co., Limited, Niagara Falls, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Maybilt Radiators, Ltd., Winnipeg Man.
Quality Tool Works, Ltd., Montreal.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

AUTOMOBILE BUMPERS
B. J. Coghlin & Co., Ltd.,- Montreal.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can Foundries and Forgings, Ltd., Brockville.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont

BABBITT METAL
Georgian Bay Spring, Babbit Metal Co., Collingwood, Ont.

BARB WIRE
British Empire Steel Corp., Ltd., Montreal.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN EQUIPMENT
Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods Ltd., Hamilton, Ont.
Sheet Metal Products Co., of Canada, Ltd., Toronto.

BASEBALL BATS
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.

BATTERIES, DRY
Burgess Batteries, Ltd., Winnipeg.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingswood, Ont.
Laidlaw Batterie Co., Limited, Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

BELLOWS, SRINGS
Barnes, The Wallace Co., Ltd, Hamilton, Ont.

BELTING TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

BILLET, BLOOMS AND SLABS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BIRD CAGES
E. T. Wright Co., Ltd., Hamilton, Ont.

BLOW TORCHES
Lenk Mfg. Co., Boston, Mass.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
United Brassfounders & Engineers, Ltd., Manchester, Eng.

BASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
Cary Mfg. Company, Brooklyn, N. Y.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

BITS, AUGUR
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto, Ont.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS WARE
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRUSHES
The Boeckh Company, Ltd., Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.

BROOMS
Canada Brush Co., Ltd., St. John N.B.
Walter Woods Ltd., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Limited, Hamilton, Ont
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, tLd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont
Canada Brush Co., Ltd., St. John, N. B
Meakins & Sons, Ltd., Toronto, Ont.
Rubberset Company, Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N B.

BRUSHES, SCRUB, SHOE, STOVE
The Boeckh Company, Limited, Toronto, Ont.
Canada Brush Co., Ltd., St. John, N.B.
Meakins and Sons, Limited, Hamiltn, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUMPERS, AUTOMOTIVE
B. J. Coghlin Ltd., Montreal, Que.

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods Ltd., Hamilton, Ont.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont

BUILDERS' HARDWARE
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago Ill.
Falls, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, AUTOMOBILE
Dominion Chain Co., Ltd., Niagara Falls, Ont.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells. tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada. Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Aluminum Specialty Co., Toronto.
Steel Co., or Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co. Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto. Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products, Ltd., Renfrew, Ont.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FASTENERS, CORRUGATED
The Cary Mfg. Co., Brooklyn, N. Y.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited. Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville. Ont.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton. Ont.

FURNACES
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd, The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
Samuel Trees & Co., Ltd., Toronto, Ont.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass. Hamilton. Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal,
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

THE BUYERS' GUIDE

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The British Empire Steel Corp, Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Aluminum Specialty Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
Canadian Laco Lamps, Ltd., Toronto.
The Mikado Co., Toronto, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd. Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORG...
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co,. Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
The Sheet Metal Products Co., Ltd., of Canada, Toronto.
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

THE BUYERS' GUIDE

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal,
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
Walter Woods Ltd., Hamilton, Ont.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers, & Bro., Ashland, Ohio.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
R. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont
Canada Wire & Iron Goods Co., Hamilton, Ont

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que

SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co, Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

THE BUYERS' GUIDE

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

SIGN AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.

SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.

SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont

SPRINGS, AUTOMOBILE
R. J. Coghlin Co., Ltd., Montreal, Que.

SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.

SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

SPRINGS:—COMPRESSION, EXTENSION, TORSTABLE FITINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Brockville, Ont.

STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilon, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.

STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.

STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York

STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.

STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STRAPPING, BOX
The Cary Mfg. Co., Brooklyn, N. Y.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.

STOVE PIPES
Thos Davidson Mfg., Co., Ltd., Montreal.
Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont
E. T. Wright & Co., Ltd., Hamilton, Ont.

STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIE PLATES
Steel Co., of Canada, Ltd The, Hamilton, Ont

TOROGGANS
The Northland Ski Mfg. Co. St. Paul, Minn.

TOROGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.

TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRAPS, RAT
The MacDonald Wire Goods Mfg. Co., Regd.,

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

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Brown Corp., Montreal.

TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.

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Aluminum Specialty Co., Toronto.
Hurtubise, Limited, Montreal.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.

VALVE SPRINGS
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VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS:—LOCK,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.

WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

THE BUYERS' GUIDE

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J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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J. H. Ashdown Hardware Co., Ltd., Winnipeg.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilto.n
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co, Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

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J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
The Gray Ball Bearing Co., Toronto, Ont.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Wiliams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGES
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

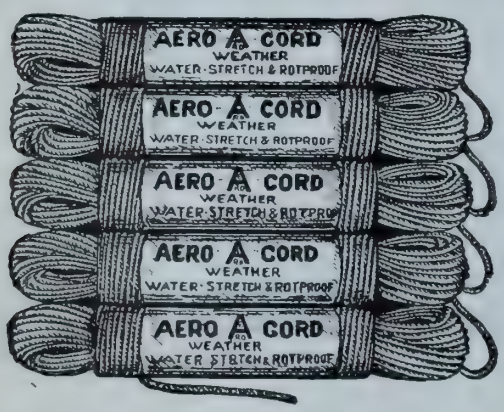
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A. C. Leslie & Co., Ltd., Montreal, Que.

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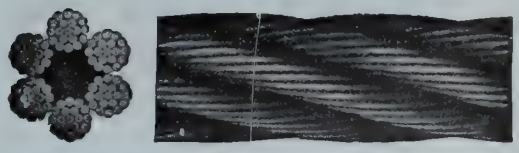
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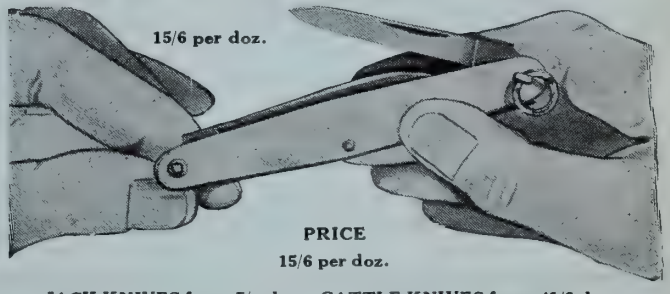
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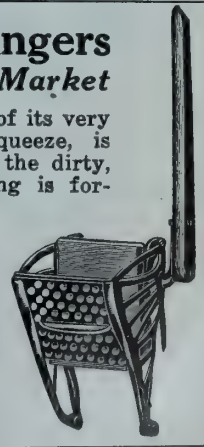
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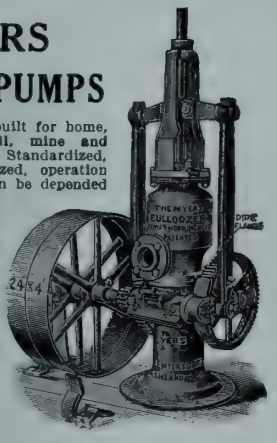
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Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

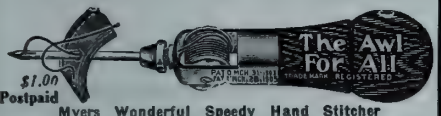
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Head Office: Yokohama, Japan. Branch: 29 Melinda St., Toronto.

QUALITY THAT REPEATS SALES

Quality That Repeats Sales. We make Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
LONDON, ONTARIO.





THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Northland Ski Manufacturing Co. Northland SKI St. Paul, Minn. U.S.A.

Big Christmas Sales with Northland Skis

They make an ideal gift. Be prepared for the demand with the fastest selling, most widely known ski on the market. Both expert and beginner know the blue trade-marked Northland Ski and buy it on sight—Now is the time to order a complete stock.

New Catalog on request.

NORTHLAND SKI MFG. CO., 23 Merriam Park, St. Paul, Minn.

World's Largest Ski Manufacturers.

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NEW IMPROVED
CARPENTER'S & WOODWORKER'S TOOLS
WITH LEVEL-NO. 65L. **WITHOUT LEVEL-NO. 65**



LUFKIN

"Universal" Try & Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.
MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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The Carborundum Company Announces—

EVERY Hardware Dealer will be interested in knowing that the Carborundum Company is manufacturing a Flint Paper of an exceptional quality.

A CLEAN-CUTTING Flint Paper with a strong, flexible backing—uniformly coated with pure, sharp grain.

YEARS of experience in the making of abrasive papers—unlimited modern facilities and the Carborundum Ideals of Quality combine to make a product that will increase your flint paper business.

Put up in standard ream bundles of
9 x 11 and 8¾ x 10 inch sheets

Send for samples and prices. Order from your Jobber or direct

For Metal Finishing you should be selling Aloxite Cloth

The Carborundum Company

Niagara Falls, N. Y., U. S. A.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit, Cincinnati, Pittsburgh, Grand Rapids, Milwaukee

COMMUNITY PLATE



Stainless Steel Knives

Now ready for the trade

The complete line of COMMUNITY PLATE Knives may now be had with Stainless Steel Blades.

Nearly every woman has heard of Stainless Steel—always bright without polishing powder or rubbing—free from rust, corrosion, or the tarnish caused by the acids of fruit, vegetables and meat.

And every woman wants these Stainless Steel Knives in the COMMUNITY PLATE pattern she has selected for her table.

COMMUNITY Stainless Knives, made in Canada, are the newest development in table silver. The blades are sharp.

Now is the time to plan for Christmas business. Feature Oneida Community Gifts—link your shop with the big Oneida Community advertising campaign now running in the magazines.

ONEIDA COMMUNITY, LIMITED, NIAGARA FALLS, ONTARIO.

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GROSVENOR DESIGN

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 47 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA November 25, 1922

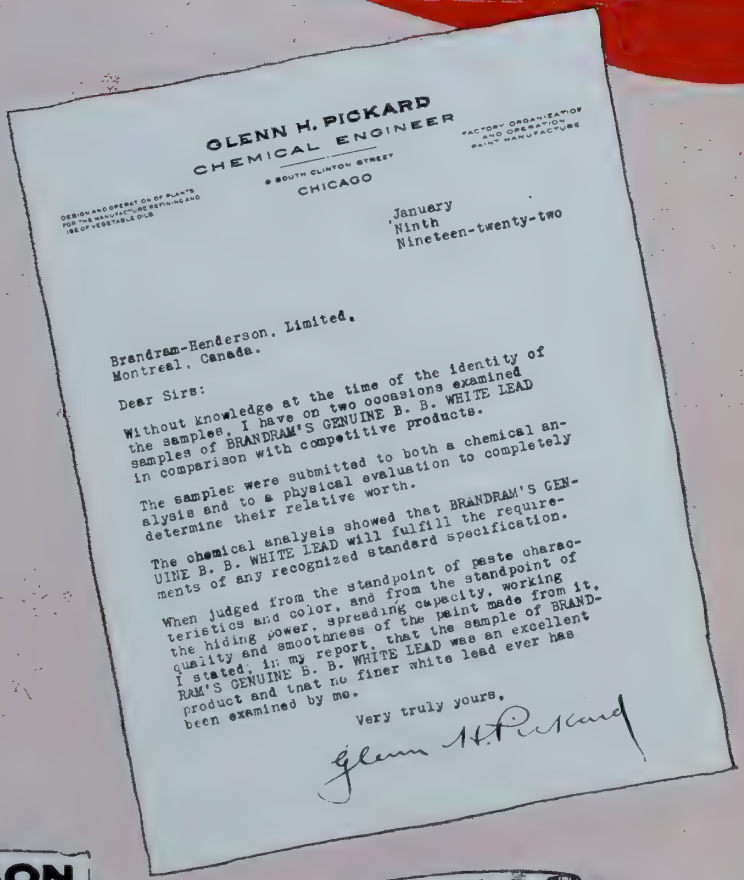


Brandram's Genuine B.B. White Lead

pronounced the best by an independent expert

When one of the foremost chemists on the continent states that he has never seen a finer White Lead than Brandram's Genuine B.B., it speaks volumes for the superiority of our Canadian product.

During ten generations, Brandram's Genuine B. B. White Lead has maintained its world-wide reputation as the premier White Lead in oil, excelling as it does in spreading and covering qualities as well as in durability.



GLENN H. PICKARD
CHEMICAL ENGINEER
DESIGN AND OPERATION OF PLANTS FOR THE MANUFACTURE REFINING AND USE OF VEGETABLE OILS
FACTORY ORGANIZATION AND OPERATION PAINT MANUFACTURE
SOUTH CLINTON STREET
CHICAGO

January
Ninth
Nineteen-twenty-two

Brandram-Henderson, Limited,
Montreal, Canada.

Dear Sirs:

Without knowledge at the time of the identity of the samples, I have on two occasions examined samples of BRANDRAM'S GENUINE B. B. WHITE LEAD in comparison with competitive products.

The samples were submitted to both a chemical analysis and to a physical evaluation to completely determine their relative worth.

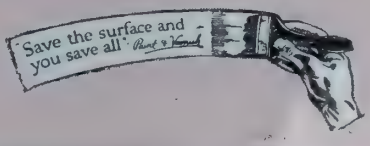
The chemical analysis showed that BRANDRAM'S GENUINE B. B. WHITE LEAD will fulfill the requirements of any recognized standard specification.

When judged from the standpoint of paste characteristics and color, and from the standpoint of the hiding power, spreading capacity, working quality and smoothness of the paint made from it, I stated, in my report, that the sample of BRANDRAM'S GENUINE B. B. WHITE LEAD was an excellent product and that no finer white lead ever has been examined by me.

Very truly yours,

Glenn H. Pickard

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



A Real Big Seller—The New

SMP ROASTER

Here is the new roaster we have been working on—the new No. 10—a line simply loaded with fine selling possibilities. Wherever introduced they are selling fast. You can have them in Pearl Ware, Crystal Ware, Lumino Ware, or Polished Steel.



Pearl Ware **Crystal Ware** **Lumino Ware**
(Pure Aluminum)

The size is their great feature. They are 15¾ inches long, 11⅜ inches wide by 6½ inches deep—a most convenient, handy size.

Large enough to hold a pair of chickens or a turkey; small enough to fit any oven.

This No. 10 **SMP** Roaster will fit into a two or three burner gas oven, an electric range oven, an oil stove oven, Quebec Heater oven—in fact, in any size oven. And at the same time it is big enough to take a good-sized roast, a pair of fowl, fish or even a fair-sized turkey. It is seamless, of course, has embossed feet, and is self-basting.

A PROFITABLE LINE

There is no competition for this new roaster. It is in a class and a field by itself, a real big seller and a line in which there is steady profit for every up-to-date hardware man. Place your order at once. The demand is heavy.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Electrical Gifts



HOTPOINT
REVERSIBLE
TOASTER
Also Canadian Beauty, National and Universal Toasters.

These are suitable and attractive for gifts and are also profitable trade building lines that attract your best class of customers. Our line of electrical utensils is complete. Other suggestions are:

HOTPOINT BOUDOIR SET, RADIANT GRILL, OVENETTE, CHAFING DISHES, CURLING IRONS, SAFETY HEATING PADS, ELECTRIC HOTPLATES, ELECTRIC RANGES AND URN HEATERS.



HOTPOINT
NICKEL-PANEL
PERCOLATOR



HOTPOINT
GRECIAN URN
PERCOLATOR
Also Canadian Beauty and Universal Percolators.



ADJUSTO-LITE—
THE LAMP WITH A CLAMP
This convenient lamp can be placed wherever a light is needed. For reading in bed, for use on a sewing machine, in the sick room, when shaving, in the garage. Its many users cause it to sell on sight.



HOTPOINT
IRONS
Also Canadian Beauty and National Irons.



MAJESTIC HEATERS
Also Heatray, Star and Universal Heaters.

Rice Lewis & Son

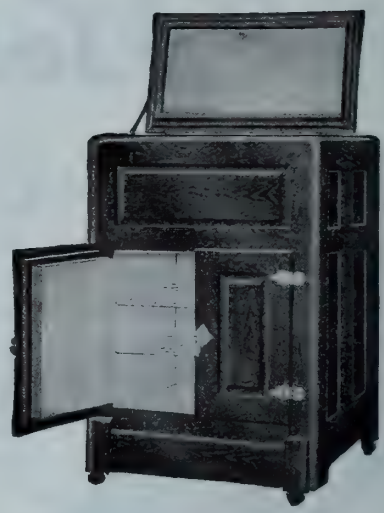
Victoria St. Limited Toronto

"Ask the Rice Lewis man or write direct."

Brantford Refrigerators and Screens Make Satisfied Customers



More Brantford Refrigerators sold every year in Canada than all other makes combined. These goods attract customers to hardware stores all over the country. You may as well profit by tying up with the famous Brantford line.



30 different styles and sizes, all guaranteed.

Send for our New Catalogue and Price List.

There is Always a Demand for Brantford Screens









Large stocks always ready for immediate shipment.
20 different styles to choose from.
Get your orders booked now for Spring shipment.

The BRANTFORD WINDOW VENTILATOR is a popular line for fall and winter trade. Write for Description and Prices.

Ham Brothers Company, Limited

BRANTFORD - CANADA

Three Mighty Fine Points About an "America Hanger"



First—**Built for hard usage**

In the Factory
On the Farm
In the Warehouse
In the Garage — anywhere where unfailing hanger service is demanded.

Second—**Anti-Friction Forged Steel Yokes**

Result — Rollers slide evenly, steadily and noiselessly — all the time.

Third—**Simple Adjustments**

Built down to the utmost simplicity in every part
Adjustments can be made easily and with perfect confidence

Equipment supplied with each pair of hangers includes two end caps, bolts for hangers and lag screws for brackets. The entire outfit is carefully packed for immediate use.

Encourage the confidence of your customers. They are your mainstay. Our "America" Hanger never breaks faith with its users.

Canada Steel Goods Company

LIMITED

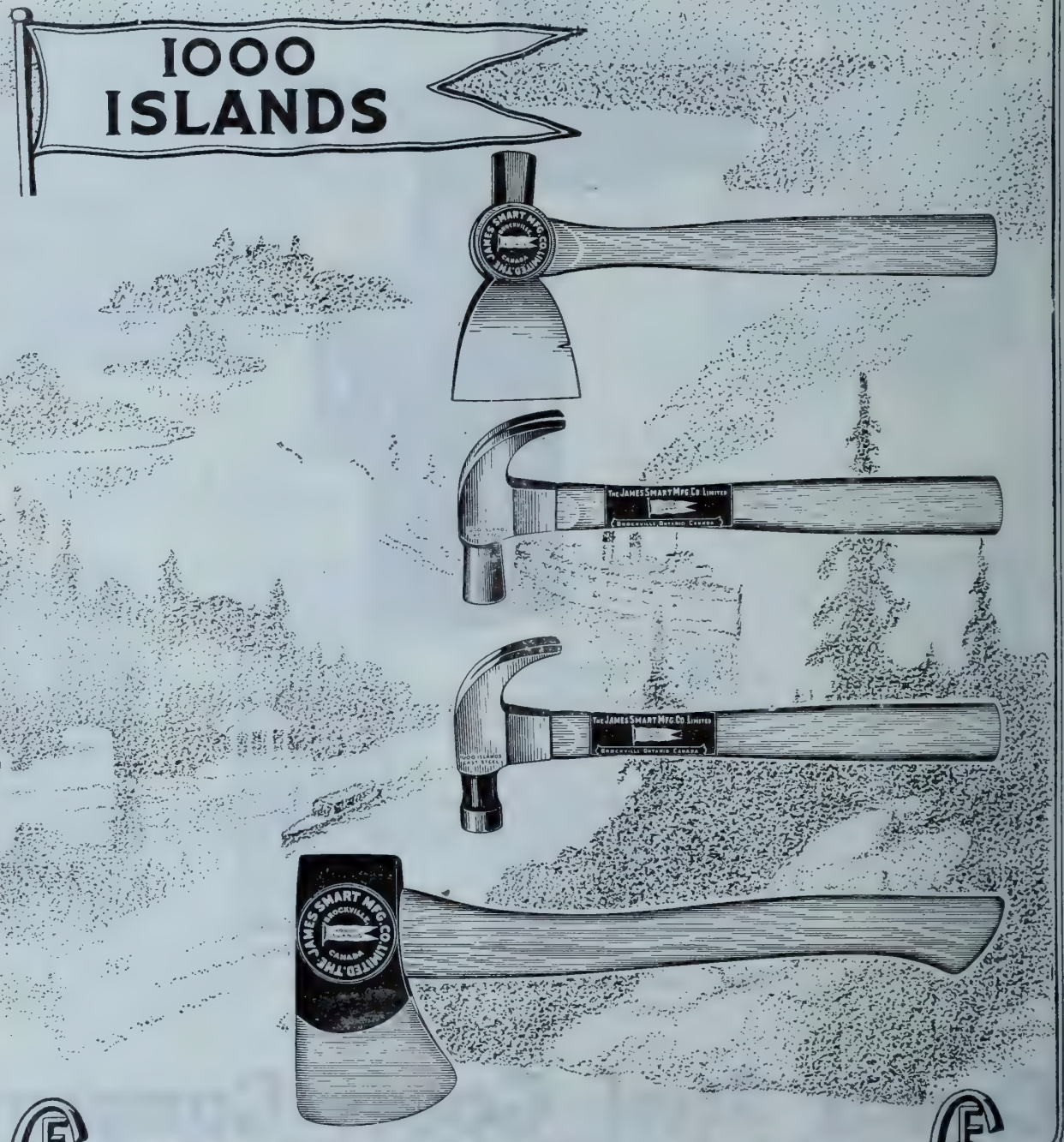
Hamilton - - - - Canada

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CANADA

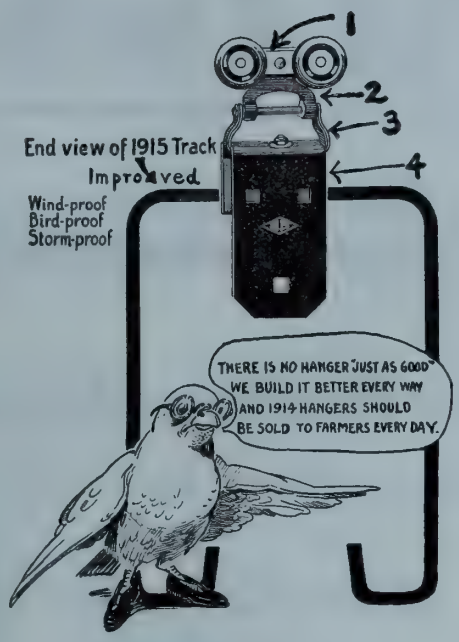
FOUNDRIES & FORGINGS

LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

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Why Wait Till You Are Asked?

Be ready to show them.

Every person who is building a barn should know **why** he puts up any certain hanger on his door.

1915 Tracks are interchangeable

1—Will carry any barn door with perfect ease.

2—Made by improved process.

3—Excels in japanning — baked in electric ovens.

4—Comes in desired lengths.

1914 Hanger Is Built Stronger

1—A malleable block trolley—perfectly rigid.

2—The upper loop is of heavy malleable iron —more rigidity.

3—The lower loop is wider and of heavier metal.

4—The pendant is adjustable to any thickness of door.

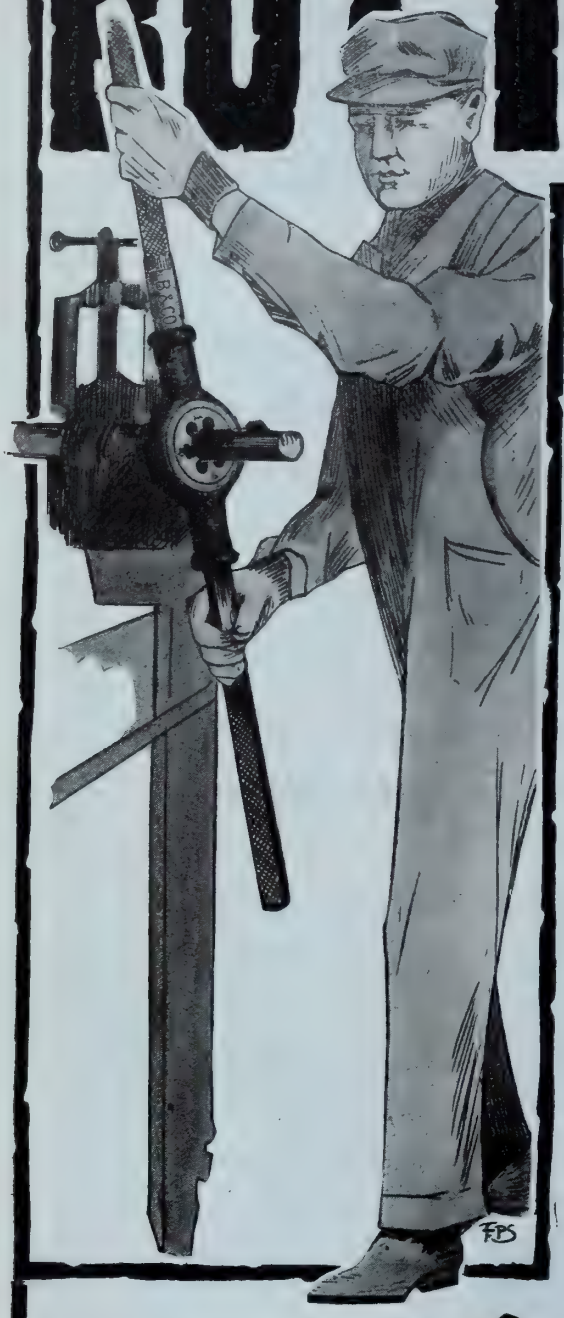
N. SLATER COMPANY, Limited

Hamilton, Canada

A. T. Chambers—Vancouver.
N. J. Dinnen—Winnipeg.
T. Mortimer Co.—Toronto.
H. E. O. Bull—Montreal.

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BUTTERFIELD





A Few Words is all that is Necessary ———

Butterfield Drills and Reamers

are favorably known wherever machinery runs—the proof that they always make good.

Sell only the most reliable tools, by stocking only

BUTTERFIELD BRAND

Butterfield & Co.

Division

Union Twist Drill Co.

Rock Island **Quebec**

STORES: 220 King St. West, Toronto; 131 St. Paul St. West, Montreal.

AGENTS: D. Philip, 138 Portage Ave., Winnipeg; Gorman's Limited, 1158 Homer St., Vancouver, B.C.







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WHY THE HAPPY FACES?

"Because with that WESTINGHOUSE Lighting System installed, the boys see more readily, and can work faster. Result—increased pay for them; larger production for us."

"Who made the installation?"

"Girard, the Westinghouse Dealer on Maple Street."

"He must be pretty clever, Sam. The average electrical dealer wouldn't be able to handle a job of this size."

The average Westinghouse dealer can, because of the help he gets from the Westinghouse Illuminating Bureau. Girard had an engineer down here two or three times from the

Canadian Westinghouse Co., Ltd.
Hamilton Ont.

W
Westinghouse Lamps.

Westinghouse

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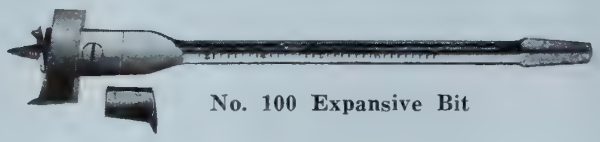
PEXTO BITS



No. 4 Solid Center Auger Bit



No. 14 Short Car Bit



No. 100 Expansive Bit



No. 24 Long Car Bit

All Pexto Bits are forged from special bit steel, each bit is hardened and the temper drawn individually which gives them a uniform quality. The lips are hardened to just the right degree. They are pitched to bore with or against the grain of wood, and the pitch throws the chips out clear of the hole. The finish is attractive and lasting.

The Samson Solid Center Auger Bits are made in a wide variety of sizes and are packed in canvas rolls, wooden boxes and in sets, as well as by the dozen.

The Samson Expansive Auger Bits are graduated on the shanks to determine the depth of the bore. The Cutters are interchangeable with any properly made Clark Pattern Bit.

The Car Bits are made in two lengths, a large variety of sizes of each length, and are forged throughout from one solid piece of steel.

PEXTO

Canadian Representative:

PRESCOTT W. ROBINSON SALES CO., LTD.

333 Bleury St., Montreal, Que.

THE PECK, STOW & WILCOX CO.

SOUTHINGTON, CONN., U.S.A.

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M. R. M. CO.



WROUGHT PIPE

COUPLINGS AND NIPPLES

Do away with experiments when buying wrought pipe. Insist on Pipe that is rigidly tested, specify

M. R. M. PIPE

Each length is tested to withstand a pressure of 700 pounds per square inch.

BLACK and GALVANIZED

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

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I-XL

Stainless Steel Knives



4621



4619



4618



4622

"STAINLESS STEEL"

Your customers will buy "Stainless Steel" knives in preference to the common steel, both for their own use and as gifts to their friends.

Wostenholm cutlery is not only moderate in price, but it has a reputation throughout the world for the very highest quality and finish. Your own customers will recognize Wostenholm's I-XL cutlery so make prominent displays to catch a large Xmas trade.

Order from your Jobber

Manufactured by

GEO. WOSTENHOLM & SON, Limited

SHEFFIELD, ENGLAND

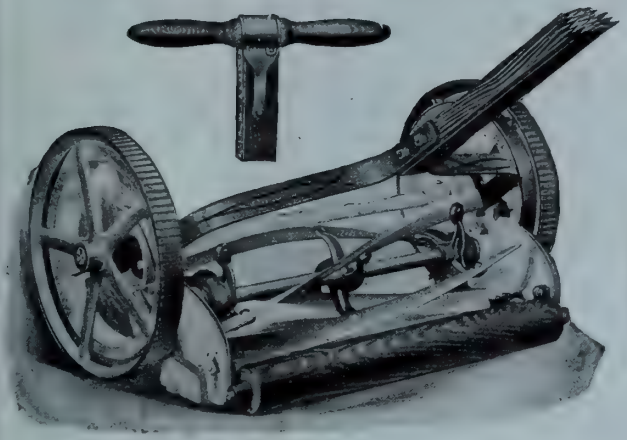
A. MACFARLANE & COMPANY, Limited, MONTREAL, QUE., Canadian Representatives

Assortment of popular patterns—Pockets, Razors, Stainless Steel Table Cutlery and Butcher Knives carried in stock at Montreal.

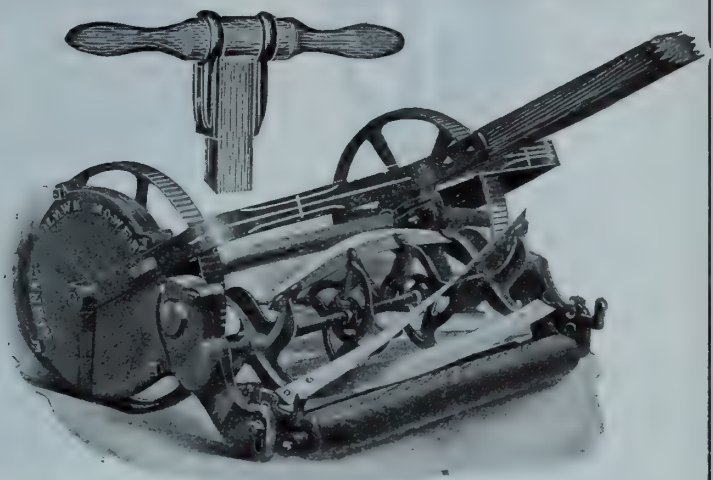
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EARLY ORDERING IS ADVISABLE

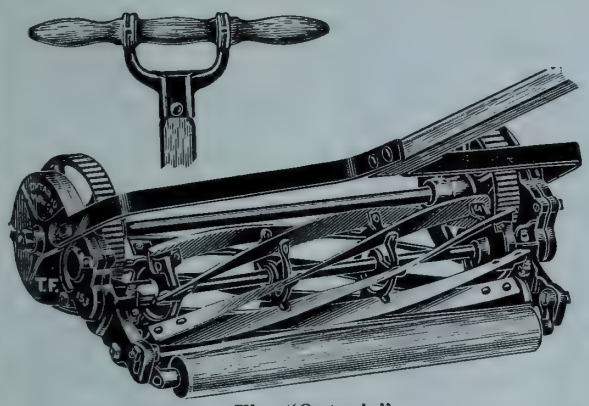
YOUR INTERESTS ARE WELL SERVED BY ANTICIPATING YOUR NEEDS



The "Empress"

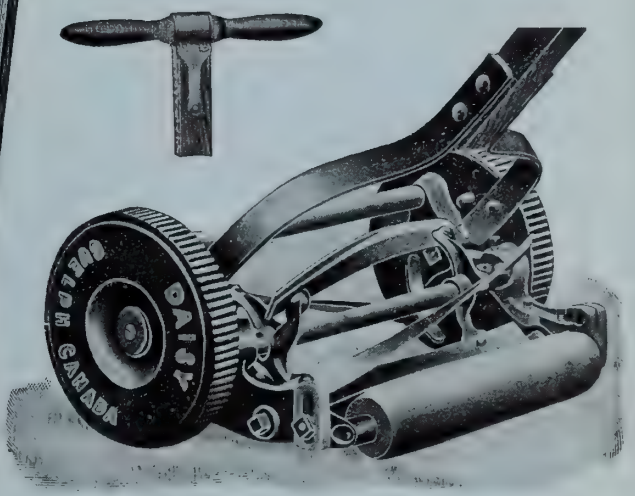


The "Adanac"



The "Ontario"





The "Daisy"

Your customers will demand the best so be sure that you stock T. F. Mowers—tell your jobber you must have them.

New manufactures for 1923 are now ready and prices have been distributed and it helps everybody when you order early.

MANUFACTURED BY

TAYLOR-FORBES Company, Limited

Head Office and Works **GUELPH, ONT.**

Makers of the World's Best Lawn Mowers

TORONTO	MONTREAL	VANCOUVER
QUEBEC	ST. JOHN	HALIFAX
WINNIPEG	REGINA	CALGARY

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TRADE MARK GP BRAND

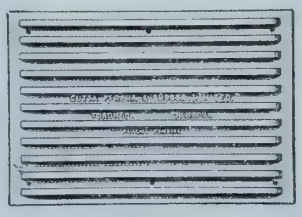
AUTOMOTIVE EQUIPMENT

That Saves Time and Long Arguments

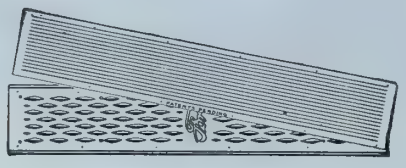
"Gutta Percha" Brand



Rubber Headed Mallets.



Running Board Mats.



Running Board Mat.



Sealtite Patches.

All the selling advantage of a well-known, well-liked brand thoroughly familiar to consumers through persistent advertising.

It is cheaper and easier to sell "Gutta Percha" Automotive Equipment because you are saved the expense, time and trouble necessary to "switch" your customers to strange brands. Then, again, "G-P" accessories make good for you, consequently holding your customers and bringing more business. This is the main object after all isn't it?

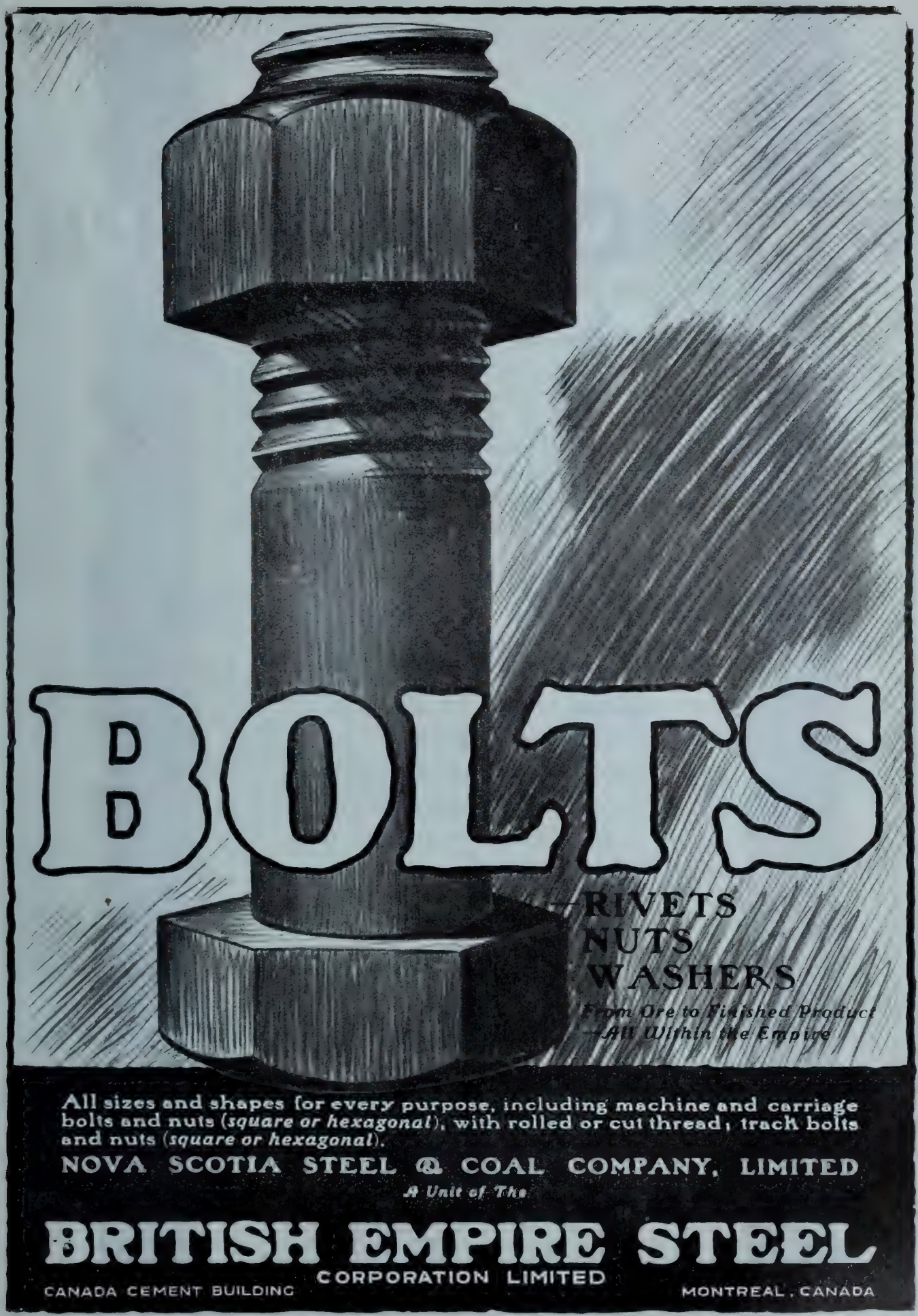
"Quality All Through"

Gutta Percha & Rubber
LIMITED

Head Offices and Factories: Toronto

Branches in All Leading Cities of Canada

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All sizes and shapes for every purpose, including machine and carriage bolts and nuts (*square or hexagonal*), with rolled or cut thread; track bolts and nuts (*square or hexagonal*).

NOVA SCOTIA STEEL & COAL COMPANY, LIMITED

A Unit of The

BRITISH EMPIRE STEEL CORPORATION LIMITED

CANADA CEMENT BUILDING MONTREAL, CANADA

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PLYMOUTH ROPE ECONOMIES

PLYMOUTH Rope can be purchased at prices that insure unequaled economies in rope expense as compared with inferior grades of rope which are being offered on the market at lower prices.

For nearly 100 years Plymouth has been the recognized quality rope. No rope has ever surpassed it in these three essentials:

Quality of Raw Material
Expert Workmanship
Knowledge of Rope Construction

Place your Plymouth Rope order for Spring shipment with your jobber now.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., Ltd.
TORONTO, CANADA *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Since 1916 all Plymouth Rope $\frac{1}{16}$" in diameter and larger has contained a twisted paper marker identifying it as Plymouth Rope

Every Man Wants His Money's Worth

ALL of your customers—desire full value in exchange for their money. They go to those stores where they know good values exist—where they know they will get their money's worth.

When they find a store that sells articles that give full value for their money, they become permanent customers. They are willing to pay for goods that give them their money's worth.

BROWN & SHARPE
MACHINISTS' TOOLS

give full value to every person who buys them, whether the machinist, toolmaker, plant owner, or auto mechanic. These tools are known world wide for the real superiority in their design and construction, their high accuracy, clean cut graduations and long life that every user notices.

The satisfactory services they return to your customers give them confidence in your store, and the type of men who buy machinists' tools are usually good prospects for other items of your stock.

Catalog on request.

B·S
TRADE MARK

BROWN & SHARPE MFG. CO.

Providence, R.I., U.S.A.

If Interested tear out this page and place with letters to be answered

A New Millers Falls Tool
Hack Saw Frame No. 1100



Millers Falls
All Metal
Hack Saw Frame
No. 1100

Specifications

Capacity 8—12 in.
Depth 3⅛ in.
Stock 3/16 x 13/16 in.
Weight 1 lb. 14. oz.
Packed in a pasteboard box

OUR salesmen are taking orders for this serviceable tool. Here are the talking points they are using:

"Notice the powerful all-metal frame. The back is one solid piece—cannot bend or buckle.

"The entire frame is electro zinc plated to prevent rust. This makes it well adapted for outdoor work.

"The 'Pistol Grip' handle gives a firm, comfortable hold, and prevents hand cramp.

"Hack Saw Frame No. 1100 is a fine, sturdy tool. You can recommend it without reservation. Your customers will come back for more.

"Order half a dozen as a starter."

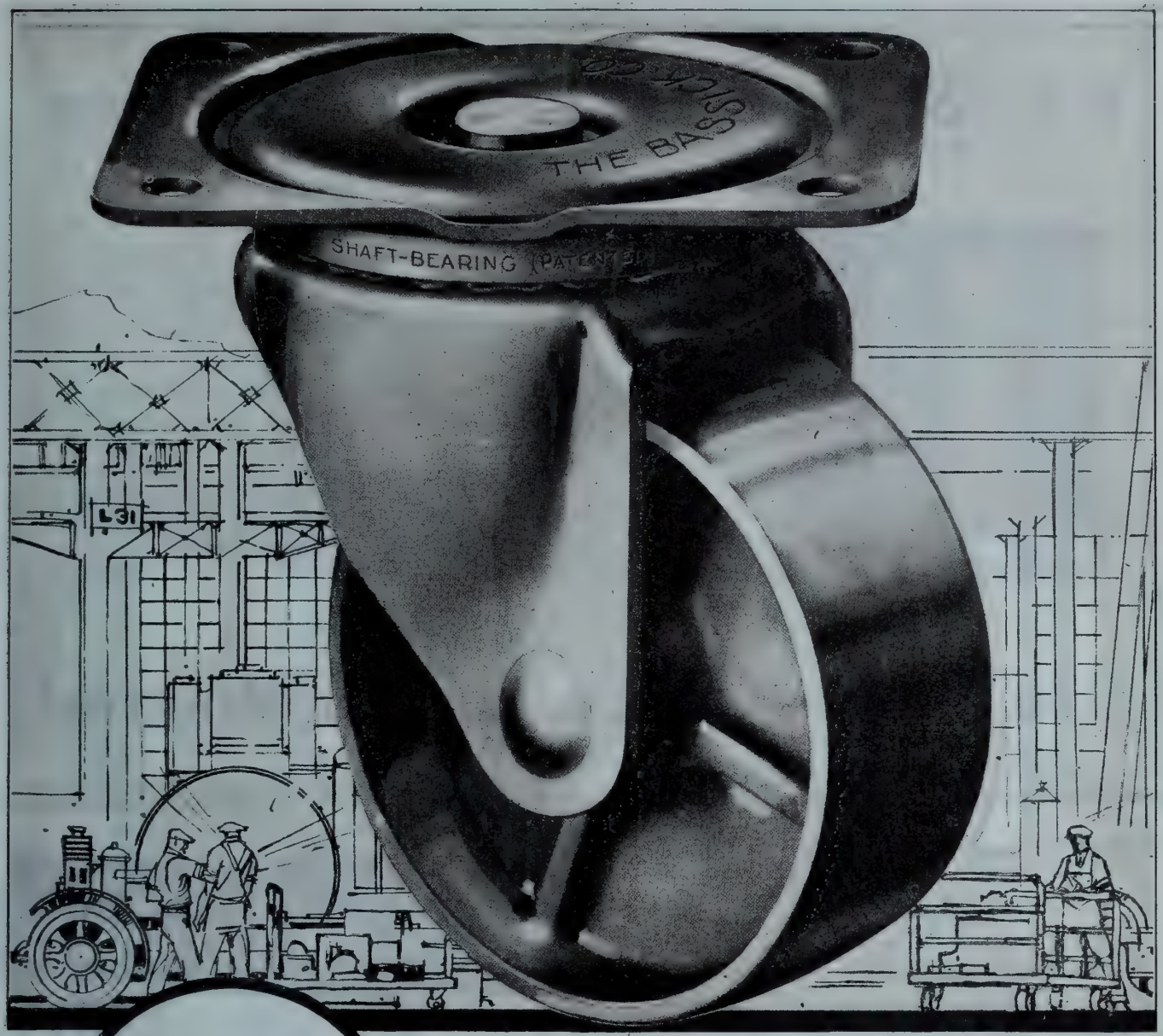
MILLERS FALLS COMPANY
Millers Falls, Mass.

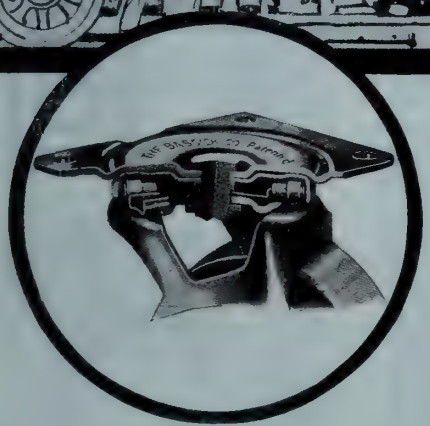
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

MILLERS FALLS TOOLS
SINCE 1868

Canadian Representative:
Mr. F. J. MACDONELL
Hamilton, Ontario

If interested tear out this page and place with letters to be answered.





These steel Shaft bearings revolve over a circular path and are kept in uniform position by a steel separator. Careful arrangement of steel hood conceals the bearings from dust. Extra heavy steel axles and horn.

Factories - Stores - Warehouses are good Bassick customers

The buyer of any factory, store or busy warehouse is keen for any means of reducing stock-moving delays. Broken casters or slow turning, hard-running casters cause all sorts of lost time due to delays.

You can save this loss for them by selling them Bassick Casters for the numerous uses in their plants—from office chairs to floor trucks.

Satisfied with your Bassick Casters, these buyers become good customers for your general hardware line.

Bassick Casters

Canadian Sales Agents:

J. A. RAMSAY, 350 Adelaide St. W., Toronto, Ont.

THE BASSICK CO., Bridgeport, Conn., U.S.A.

It's "Super-Service" Ash Can Time



Are you fully prepared to meet the demand for real good ash cans? You're not, unless you stock the "Super-Service" Line. "Super-Service" Ash Cans are constructed of galvanized steel—all joints are hand-rivetted and soldered. They are strongly reinforced, and will give your customers **real satisfaction.** Yet the prices are moderate. Write for them to-day, or better still, send in a trial order.

Geo. W. Reed & Co. Limited, Montreal

WHY
Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last twenty years.

And compare favorably in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜x½
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in. ...	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mill Company
LIMITED
LONDON, CANADA

Order NOW or drop us a line for full particulars and prices

Sales Agents, Western Canada: **Bissett & Webb, Ltd.,** Winnipeg.

Laidlaw Products

LBT



"Appreciation"

"It is quite encouraging, W. N., how some people have been so quick to recognize your particular good qualities."

"The world soon recognizes a good thing, B. T., and they are quick to take advantage of it. I'm one whose good qualities impress a person on longer acquaintance, B. T."

THE
LAIDLAW BALE TIE CO., LTD.
HAMILTON - - CANADA

Be specific--say "Laidlaw Products"

If interested tear out this page and place with letters to be answered.

Are you still "Growing up?"



Says the Wise Old Owl

From nothing at all
grows the business vast;
From the acorn small
is the oak tree cast—
And nothing at all
it matters how fast
They grow if they KEEP
ON GROWING



If you are a merchant, is this Christmas going to help you to **grow** bigger?

If you are a clerk, are you **growing** into a merchant?

Christmas will bring you a lot of transient trade. The **growing** merchant is going to make a lot of it permanent trade. The **growing** clerk is going to bend his every effort to bring that trade back to the store again—"his" store, he calls it.

The New Improved and Brownie Gillettes are your best Christmas opportunities—**best,** because they are natural builders. They bring your customers back to you for blades, shaving brushes, soaps, powders and lotions;

best, because they stand behind your recommendation for all time—age cannot affect the service—

best, because they are backed consistently by sound advertising and good selling plans.

You do not have to say "Call Again" when you sell a Gillette. The razor says it for you. Push the Gillettes this Christmas.

Gillette
Safety Razor

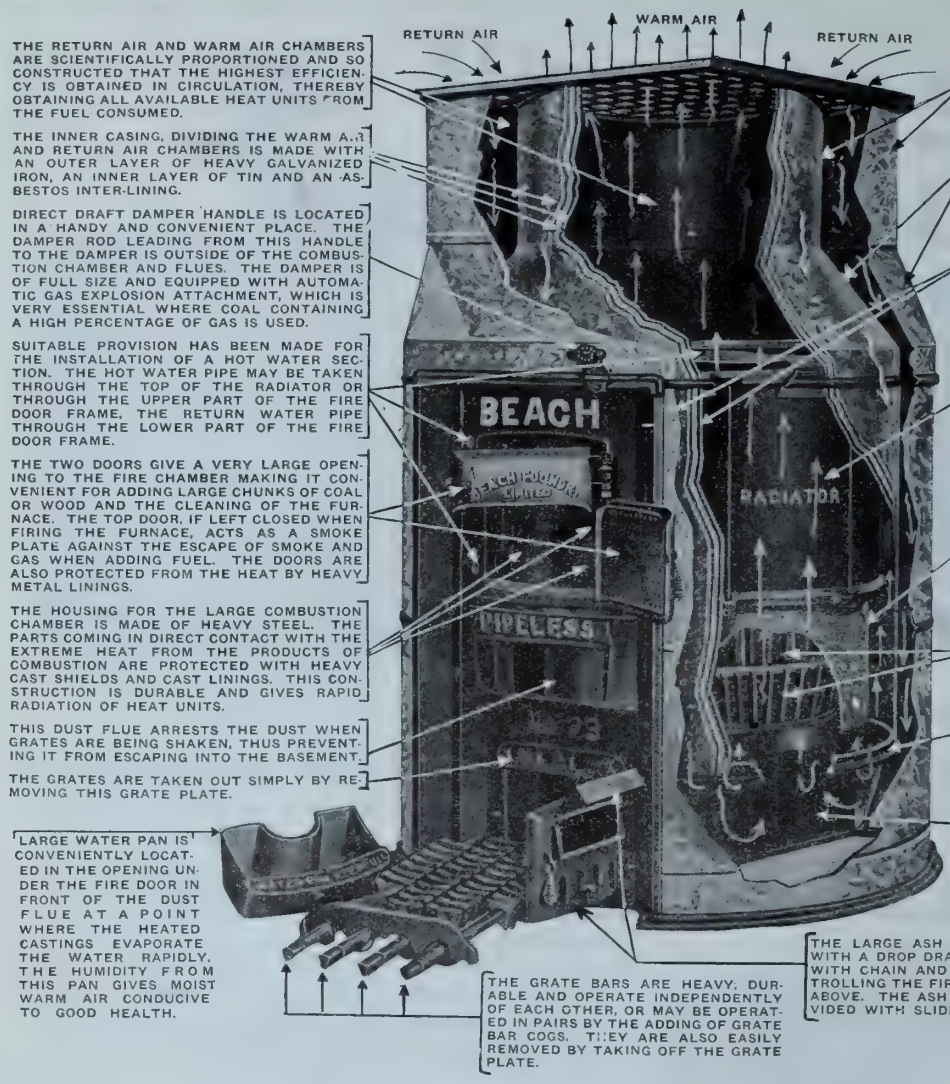
The New Improved $5.00

GILLETTE SAFETY RAZOR CO.
OF CANADA LIMITED
MONTREAL
QUE.

The Brownie Gillette $1.00

901

If interested tear out this page and place with letters to be answered.



THE RETURN AIR AND WARM AIR CHAMBERS ARE SCIENTIFICALLY PROPORTIONED AND SO CONSTRUCTED THAT THE HIGHEST EFFICIENCY IS OBTAINED IN CIRCULATION, THEREBY OBTAINING ALL AVAILABLE HEAT UNITS FROM THE FUEL CONSUMED.

THE INNER CASING, DIVIDING THE WARM AIR AND RETURN AIR CHAMBERS IS MADE WITH AN OUTER LAYER OF HEAVY GALVANIZED IRON, AN INNER LAYER OF TIN AND AN ASBESTOS INTER-LINING.

DIRECT DRAFT DAMPER HANDLE IS LOCATED IN A HANDY AND CONVENIENT PLACE. THE DAMPER ROD LEADING FROM THIS HANDLE TO THE DAMPER IS OUTSIDE OF THE COMBUSTION CHAMBER AND FLUES. THE DAMPER IS OF FULL SIZE AND EQUIPPED WITH AUTOMATIC GAS EXPLOSION ATTACHMENT, WHICH IS VERY ESSENTIAL WHERE COAL CONTAINING A HIGH PERCENTAGE OF GAS IS USED.

SUITABLE PROVISION HAS BEEN MADE FOR THE INSTALLATION OF A HOT WATER SECTION. THE HOT WATER PIPE MAY BE TAKEN THROUGH THE TOP OF THE RADIATOR OR THROUGH THE UPPER PART OF THE FIRE DOOR FRAME, THE RETURN WATER PIPE THROUGH THE LOWER PART OF THE FIRE DOOR FRAME.

THE TWO DOORS GIVE A VERY LARGE OPENING TO THE FIRE CHAMBER MAKING IT CONVENIENT FOR ADDING LARGE CHUNKS OF COAL OR WOOD AND THE CLEANING OF THE FURNACE. THE TOP DOOR, IF LEFT CLOSED WHEN FIRING THE FURNACE, ACTS AS A SMOKE PLATE AGAINST THE ESCAPE OF SMOKE AND GAS WHEN ADDING FUEL. THE DOORS ARE ALSO PROTECTED FROM THE HEAT BY HEAVY METAL LININGS.

THE HOUSING FOR THE LARGE COMBUSTION CHAMBER IS MADE OF HEAVY STEEL. THE PARTS COMING IN DIRECT CONTACT WITH THE EXTREME HEAT FROM THE PRODUCTS OF COMBUSTION ARE PROTECTED WITH HEAVY CAST SHIELDS AND CAST LININGS. THIS CONSTRUCTION IS DURABLE AND GIVES RAPID RADIATION OF HEAT UNITS.

THIS DUST FLUE ARRESTS THE DUST WHEN GRATES ARE BEING SHAKEN, THUS PREVENTING IT FROM ESCAPING INTO THE BASEMENT.

THE GRATES ARE TAKEN OUT SIMPLY BY REMOVING THIS GRATE PLATE.

LARGE WATER PAN IS CONVENIENTLY LOCATED IN THE OPENING UNDER THE FIRE DOOR IN FRONT OF THE DUST FLUE AT A POINT WHERE THE HEATED CASTINGS EVAPORATE THE WATER RAPIDLY. THE HUMIDITY FROM THIS PAN GIVES MOIST WARM AIR CONDUCIVE TO GOOD HEALTH.

THE GRATE BARS ARE HEAVY, DURABLE AND OPERATE INDEPENDENTLY OF EACH OTHER, OR MAY BE OPERATED IN PAIRS BY THE ADDING OF GRATE BAR COGS. THEY ARE ALSO EASILY REMOVED BY TAKING OFF THE GRATE PLATE.

THE LARGE ASH DOOR IS EQUIPPED WITH A DROP DRAFT DOOR PROVIDED WITH CHAIN AND PULLEYS FOR CONTROLLING THE FIRE FROM THE FLOOR ABOVE. THE ASH DOOR IS ALSO PROVIDED WITH SLIDE DAMPER.

THE HOUSINGS FOR THE AIR CHAMBERS CAN BE ADJUSTED TO ANY BASEMENT HEIGHT.

ABSENCE OF ANGLES AND SHARP TURNS REDUCES FRICTION AND PREVENTS THE POCKETING OF AIR, THEREBY GIVING AN EASY AND FREE CIRCULATION OF AIR INTO AND OUT OF THE FURNACE.

SPECIAL LUGS WITH LONG THREADED SCREWS ARE ATTACHED TO THE INNER AND OUTER CASINGS AND SO ARRANGED THAT THE FURNACE CAN BE ASSEMBLED WITH EASE AND A GOOD TIGHT JOINT OBTAINED.

RADIATOR IS OF THE HORSE SHOE DESIGN AND OF LARGE SIZE. THE INNER PART OF WHICH FORMS THE COMBUSTION CHAMBER. IT IS OF HEAVY WEIGHT AND STRONGLY CONSTRUCTED, ALL RODS AND BOLTS BEING OUTSIDE OF COMBUSTION CHAMBER AND FLUES. THE STEEL HOUSING OF THE RADIATOR IS DRAWN TIGHTLY AGAINST HIGH CAST METAL RIBS, THEREBY MAKING A PERFECTLY GAS TIGHT JOINT.

SHIELD PREVENTING THE DIRECT HEAT OF THE FIRE POT FROM COMING IN CONTACT WITH THE LOWER PART OF THE INNER CASING PREVENTS THE FORMATION OF EDDIES OF HOT AIR AND THUS INCREASES THE FREE AND EASY FLOW OF THE HEATED AIR IN THE WARM AIR CHAMBER

HEAVILY RIBBED TWO PART FIRE POT FITTING TOGETHER WITH DEEP CUP JOINTS MAKES THEM DURABLE AND PREVENTS THE ESCAPE OF DUST OR GAS. GUARANTEED.

THE WARM CHAMBER CASING BEGINS AT THE PROPER HEIGHT FROM THE BASE AND PERMITS THE RETURN AIR AT ONCE TO COME IN CONTACT WITH THE HOT CASTINGS.

VERY LARGE ASH PIT, WHICH MAY BE CLEANED EASILY ON ACCOUNT OF THE SQUARE ENDS.

Spare Three Minutes?

In three minutes you can read every word of descriptive matter printed above.

As a live hardwareman is it not worth your while to spend 3 minutes to get acquainted with the Newest and best Pipeless Furnace on the market?

Read this detailed description then send for our folder and price list. You'll be surprised to learn just how much money you are losing by not selling Beach Pipeless Furnaces.

Special Note to Dealers.

The Maple Leaf line of stoves, ranges, heaters and furnaces covers every possible requirement—and does it well.

If you are in a town where we are not represented—better write us today.

Exclusive territory being allotted.

Manufactured Exclusively by

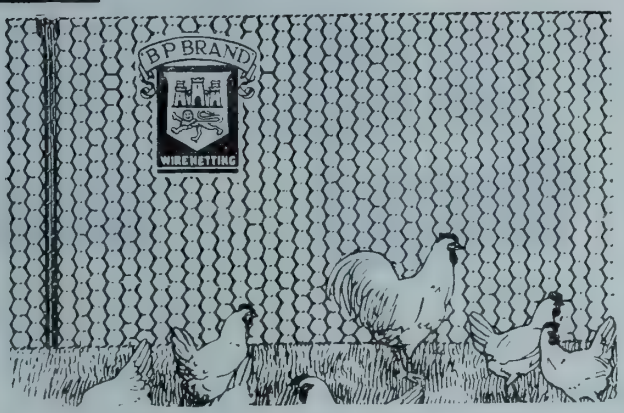
BEACH FOUNDRY, LIMITED

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested tear out this page and place with letters to be answered

B.P. BRAND WIRE NETTING

B.P. Brand Chicken Netting



Britain's Premier Brand Wire Netting is known and used throughout the world, and is of guaranteed quality and reliability, Made on inproved looms and

HEAVILY GALVANIZED AFTER WEAVING

Length and width of each roll, and gauge of wire true to specifications. Supplied in every variety of mesh from ⅜ inch to 4 inch.

Prompt shipments a feature. No order too large. Be sure to specify "B.P." Brand.

Boulton & Paul Ltd.

CABLE ADDRESS: Boulton Norwich England.

Chief Office & Works NORWICH, England

CODES USED: A.B.C. (5th Edn.), Bentley's (preferred), Marconi, and 2nd Private.

Be Sure of the Valves You Sell

With Jenkins Valves you're always sure—

Sure of a thoroughly satisfied customer—with every sale and sure of his continued good will resulting from the dependable service which Jenkins Valves always give.

There's a Jenkins Valve for every customer's requirements.

May we send you descriptive literature?

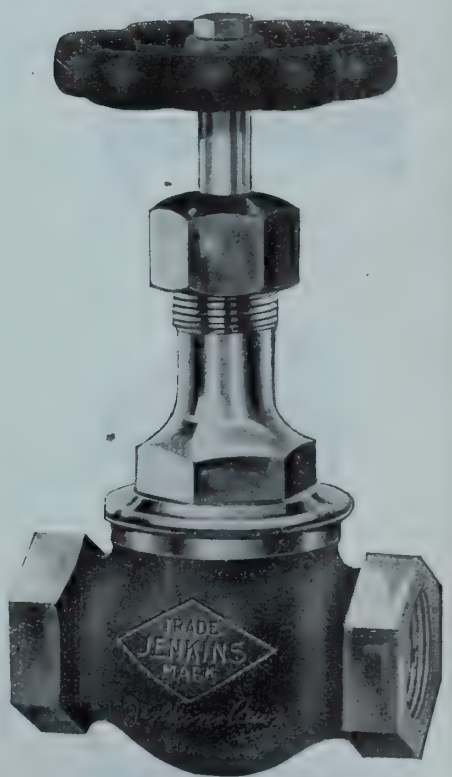


Fig. 106.
JENKINS BRASS GLOBE VALVE.
Standard Pattern.

JENKINS BROS., LIMITED

103 ST. REMI ST. MONTREAL
TORONTO VANCOUVER

European Branch: 6 Great Queen St., Kingsway, London, W.C. 2, Eng.

ANNOUNCEMENT

Change in prices on these numbers November 15th, 1922

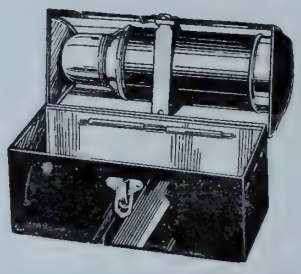
ORDER EARLY THERMOS SUPPLY LIMITED



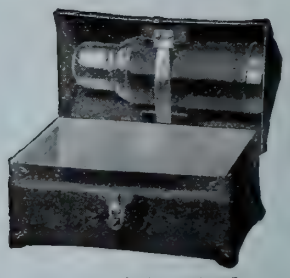
No. 14—Old Price, $2.50. New Price, $2.25.



No. 25—Old Price $3.00. New Price, $2.50.



No. 396—Old Price, $4.00. New Price—$3.75. No. 397, Old Price—$4.50. New Price—$4.00. No. 398, Old Price—$5.00 New Price—$4.25.



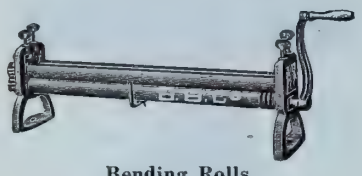
No. 400—Old Price, $4.00. New Price—$3.75. No. 402—Old Price—$4.50. New Price—$4.00. No. 404 Old Price—$5.00. New Price—$4.25.

SAME DISCOUNT AND FREIGHT ALLOWANCE AS BEFORE

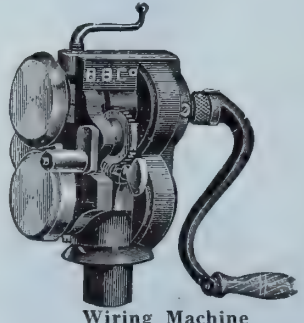
Dealers should make good display of No. 25 Bottle and Kits.
No. 25 is the best value ever introduced.
Ask your Jobber, or write or wire.

THERMOS BOTTLE CO. Limited

146 Wellington Street West, Toronto, Canada.



Bending Rolls



Wiring Machine



Stove Pipe Folder

B B CO LTD.

At Less Cost

Brown, Boggs Tools for Tinsmiths will cut your costs.

By making up your own gutters, eavestrough, skylights, furnace pipe, etc., on B.-B. machines you will have a tremendous advantage over your competitor who buys the finished product.

Write for our latest Catalogue

The Brown, Boggs Company, Limited

HAMILTON, CANADA

Representatives:

TORONTO
A. B. Walker, Holbrook Bldg.

WINNIPEG
Bissett & Webb, Limited

If interested tear out this page and place with letters to be answered.



A Tea Tray
makes a charming gift

In your gift section these dainty tea trays will sell readily. They are just a little different from your regular stock—specialties that yield you a nice profit.

No. 150 illustrated above has cretonne lining under glass. It has brass handles, rubber protective buttons; to be had in Fumed Oak, Mahogany or Walnut finish.

No. 157 wall paper lining in three sizes.

Our holiday lines include also boy's tool boxes, smoker trays and stands, children's desks, Kindergarten sets and blackboards.

Prices are right. Send for Catalogue "D"

Stratford Mfg. Co.
Limited

STRATFORD, ONTARIO.



"TRIMO"
Following Four Tools Have The Quality Mark

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The right material is in them. The best possible design is in them. Every TRIMO operating convenience is in them — and every feature of economy. TRIMO users are wise buyers—they buy for long service.

THE CORRECT TOOLS FOR SHOP, HOME and FARM

Buy of your dealer or write

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Canadian Representative: **GEO. P. FRASER**
28 Temple Ave., Toronto

Anticipate Your Customers' Needs

The store man that anticipates the want of his every customer soon builds for himself a reputation worth having. When customers know that you have the goods that should be found in a well-ordered hardware store they make that place their headquarters.

Your Builders' Hardware Department should have Dominion Decorative Wall Burlap as a regular line

Every new builder, and every person repairing or rebuilding, needs, and can use Burlap. For dados in kitchen, hall, pantry, dining and living room—for store or office, it fills a real need.

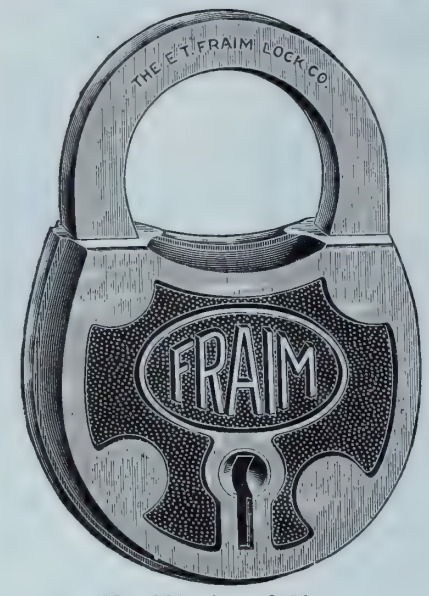
Buy a small stock, display it well, advertise it, and add to your profits.

Dominion Oilcloth & Linoleum Company, Limited

Montreal

If interested tear out this page and place with letters to be answered

TRADE FRAIM MARK



No. 223, Actual Size

It Will Not Rust

A new Fraim Model
In Cast Brass
Ward-and-Lever Type
1¾ and 2⅛ in. Sizes
Retails 65 and 75 cents
Twelve Key Changes
Solid Brass Shackle

One of the Best Sellers in our whole line,—Generous profits for the Retailer at the prices named above.

No. 213—1¾ in.—Flat Steel Keys.
No. 223—2⅛ in.—Flat Steel Keys.
No. 0223—2⅛ in.—Malleable Barrel Keys.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches.

Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK CO.
LANCASTER, PENNA., U.S.A.

Black Diamond Files

for service

Nowadays a product is measured with the yardstick of service. Black Diamond Files give service plus—a fact that experienced file users discovered long ago. Sharp cutting and keen tempered.

TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered.



It's the Second Sale that Counts

Advertising and salesmanship and reputation may sell a man **once.** But all the advertising and salesmanship and reputation in the world won't sell a man **twice** unless his first purchase satisfied him.

You can depend on Starrett Tools. That's why the men who use them keep coming back for more.

Write for Catalog No. 22 "M.A." and the Supplement which describes the new Starrett Tools.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.



POCKET SLIDE CALIPERS
No. 425
Graduated in 32nds and 64ths. The improved clamping device is a valuable feature as it may be locked by the thumb of the same hand in which the tool is held.

42-405

Sell Starrett Tools



No. 35 **RELIANCE ASSORTMENT.**



Screwdrivers



To most householders, screwdrivers are sold by suggestion; often a man really needs one at home for months before it occurs to him to buy it—and he buys then only because the purchase was suggested to him by an attractive display or a tactful remark.

Here we show a very attractive and substantially built steel display rack. Enameled mahogany, handsome lithographed label in red, black and gold. Provided with rubber feet to prevent scratching of show cases and counters.

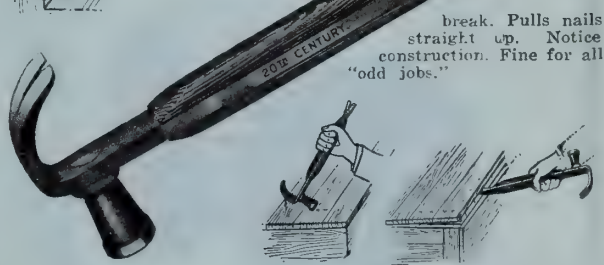
A creditable store fixture and a REAL DEALER HELP. Each assortment contains one dozen high grade screwdrivers.

Write your jobber or our nearest representative.

20th Century Hammer and Box Opener



This is an exceptionally handy tool, costing no more than a good, ordinary hammer. Head won't loosen and handle won't break. Pulls nails straight up. Notice construction. Fine for all "odd jobs."



CANADIAN REPRESENTATIVES:

Western Canada: Sutherland Bros., Confederation Life Bldg., Winnipeg, Man.; Ontario: H. A. Harrison, 220 King St. W., Toronto, Ont.; Quebec, Hubert R. Johnston, 92 Dominion Ave., Sherbrooke, Que.; Mr. S. E. Calhoun, Moncton, N.B.

The Bridgeport Hardware Mfg. Corp.

Bridgeport, Conn., U.S.A.

THE BRIDGEPORT LINE

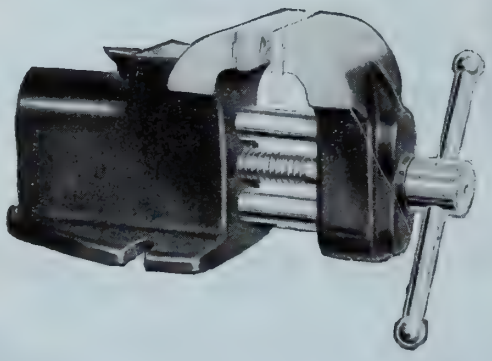


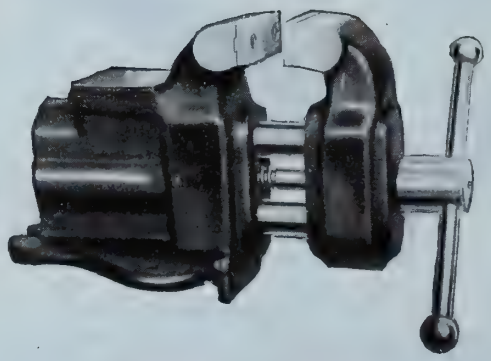
If Interested tear out this page and place with letters to be answered

GOODELL-PRATT

1500 GOOD TOOLS







Bench Vises

An exceptionally attractive line that sells readily wherever it is displayed.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Massachusetts, U.S.A.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last twenty-five years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job. All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Quick Turnover on No. 4



That's the point! Only the six most popular patterns of the Klein plier line go to make up the No. 4 Klein plier assortment. Not a slow moving item in the lot.

Sure it sells out quickly!

No. 4—consisting of eighteen pliers in all, with attractive counter board, colorful counter cards, counter booklets, etc.—is one of the big successes of the year.

Get your No. 4 from your jobber to-day!

Mathias KLEIN & Sons
Established 1857 Chicago, Ill. U.S.A.

If interested tear out this page and place with letters to be answered.

ANOTHER REDUCTION IN PRICES!

Austin's

SASH AND BLIND LINES

James Austin & Sons Ltd.

ST. GEORGE'S MILLS, HOXTON, LONDON, N.1., ENGLAND

ATKINS Sterling Quality SAWS



Hand, Rip and Panel Saws
Straight or Skew Back
Wide or Ship Point
Improved Perfection or Old Style Handles

Only Atkins can supply a wide range of popular patterns like the above, and, for that reason, hardware dealers will find less sales resistance in merchandising them to carpenters, farmers, mechanics and the home saw user.

If you are not fully acquainted with our line of high-grade saws, write us for our latest catalog covering our complete line. Give us a trial and it will not be long until you are convinced that ATKINS STERLING QUALITY SAWS are

"The Finest on Earth"
MADE IN CANADA

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.
Branch: Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Iver Johnson
In Canada

Our Firearms Trade in Canada is now being called on by

Adcock & Company, Limited
Coristine Building
Montreal

This Means More and Better Service

Iver Johnson good-will consists of the public demand for our goods. For more than fifty years Iver Johnson Safety Revolvers and Shot Guns have been the public choice, hence they are profitable products for jobber.

Send for our 1923 firearms proposition—it's a business builder.

Iver Johnson's Arms & Cycle Works
Fitchburg, Mass.

Canadian Branch: Adcock & Company, Limited, Montreal

"Yes, Madam, Your Husband was a Careful Investor"

Will your banker be able to give your widow this assurance?

YOU do not save money for the mere joy of having it. You have a definite purpose in view. It may be to protect your own later years; to educate your children and start them out in life or to sustain your widow and dependents should you yourself pass on.

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Send me The Post for one year (52 issues).
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The leading Wholesale Hardware Jobbing houses of Canada carry these Saws in stock but for them to keep enough to supply your demands they should know how many more you will need for the remainder of this season. It will pay you to order well in advance because this most popular saw is so generally sold that it is difficult to make enough of them to meet the demand.

Write for booklet illustrating our complete line of Crescent Ground Saws, both one man and two man, also cross-cut saw handles and special Cross-cut Saw Files.



Many Dealers already have this beautiful large metal lithographed sign. If you haven't one, write our Montreal office, telling the name of your jobber from whom you buy Simonds Saws.

Simonds Canada Saw Co. Limited

"The Saw Makers"

St. John, N.B. MONTREAL, Que. Vancouver, B.C.

The Best Selling and Most Famous Cross-cut Saw the World has Ever Known

If Interested tear out this page and place with letters to be answered

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. NOVEMBER 25, 1922 No. 47

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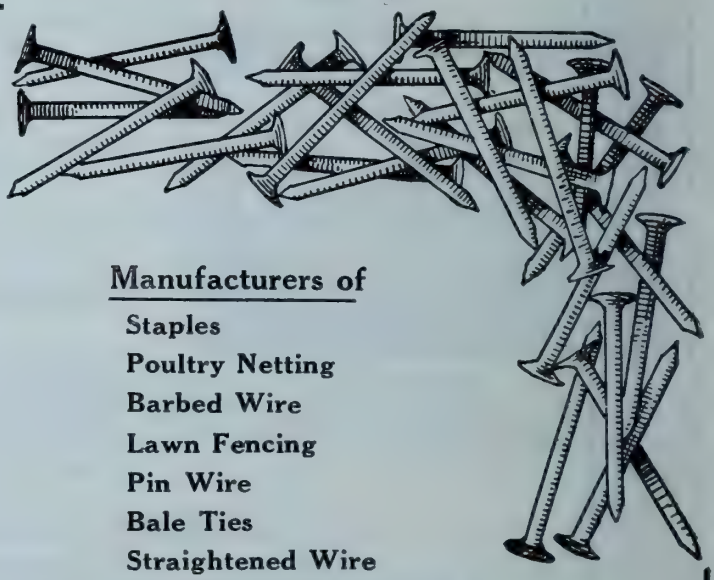
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Annealed	Blued	Poultry Netting
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The Imperial Steel Corporation, Ltd.
Collingwood -:- Canada

Distributors for Ontario
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, NOVEMBER 25, 1922 No. 47

Stop Import of Automatic Revolvers

First Intimation of New Regulations in Effect Which Prevent Importation Into Canada of Automatic Revolvers, When Shipments to Wholesale Hardware Firms Are Seized and Held for Re-export—Will Not Affect Revolvers Now in Wholesalers' and Retailers' Hands

WHILE THE question of the relation of the revolver to the spread of crime throughout Canada is a subject which has come in for a good deal of discussion and the effort of numerous public bodies has been directed toward securing regulations to greatly restrict their sale and use, the first definite action of a restrictive nature is that taken this week by the Customs Department in withholding a shipment of revolvers to a Toronto wholesale hardware firm and after examining the contents closely, allowing certain types to be delivered over to the merchant, but holding those of another type for re-export to the manufacturer in the United States.

The custom in practice under the Firearms Regulations, enforced nearly two years ago, was for wholesalers to secure a special permit from Ottawa, covering each importation of firearms. In the case of the above shipment, permit was granted covering the entry of certain revolvers, but denying permit of others and the Customs Department in Toronto will not deliver those for which no permit is issued by Ottawa. On applying to Ottawa for a reason for denying entry of certain of the revolvers in the shipment, this wholesale hardware firm has just received from the office of R. R. Farrow, Commissioner of Customs, Ottawa, Ont., the letter shown on this page.

Discussing the subject with the local Collector of Customs, Hardware and Metal was advised that these regulations will not interfere with the sale of such automatic revolvers and pistols as are now in the hands of wholesalers and retailers in this country. The regular permit regulations will of course apply. Asked as to the reason for such action it was pointed out that it was probably due to the recommendation of the head of the Royal Canadian Mounted Police who thought this would be an effective means of combating the spread of crime by the use of such firearms. No official amendment to the Firearms Regulations has yet been made, in fact, the only advice so far received by the local Collector, is the letter which is reproduced herewith. Shipments have been held up on a number of local wholesale firms and steps are being taken to broadcast information regarding the new regulations to avoid further complications for all concerned.

Discussing the subject with one Toronto wholesale hardware firm it was the opinion that such action would not materially prevent the spread of crime by the use of firearms, because those who use arms for such purposes do not as a rule purchase them in the ordinary way through the hardware store. In many cases the arms are said to be smuggled in on the person from the United States, where both new and second hand ones can be purchased freely in the stores. Under the prevailing regulations in Canada it has been necessary for any purchaser of a revolver to secure a police permit, and it was thought such a regulation would, if properly enforced, safeguard the interests of the community. It was suggested as a possibility that arms purchased in this way had found their way into the hands of those using them for criminal purposes. Under the new regulations it is evident that persons having a legitimate use for a revolver would be at a disadvantage in being unable to buy an automatic type, whereas the criminal would frequently be equipped with such a weapon.

Also confirming the foregoing opinion another Toronto wholesaler pointed out that their revolver business, which runs to considerable proportions, is more than half of the type which is not denied entry and that if the regulations are to be enforced it is said to be likely that many of the enquirers for automatic revolvers will be satisfied to purchase those which the law allows. In this way little if any business will be lost, but it was not thought that there was sufficient difference between the two types of revolvers to justify the thought that restricting one and permitting the other would effectually stop much of the criminal use of revolvers.

LETTER FROM OFFICE OF COMMISSIONER OF CUSTOMS, OTTAWA, TO TORONTO WHOLESALE HARDWARE FIRM

"I have the honor to acknowledge receipt of your letter for permit to import Iver Johnson firearms:
3 revolvers, 32 calibre,
2 revolvers, 38 calibre,
10 guns, 44-26.

"In reply I beg to advise that the Collector at Toronto is being instructed to allow these to be imported. You are reminded of the provision of the Criminal Code to the effect that purchasers of the above shotguns must be in possession of police permits on Form 76, and revolvers must not be sold without such permit.

"I note that the invoice from Iver Johnson classes these revolvers as 'automatics' but we would consider from samples submitted to us that they are 'double action.' For your information I may say that the Department has adopted the policy of refusing permits for importation of all kinds of automatic revolvers and pistols of whatever value except for police or military use. For this reason we are unable to furnish permit for the pistol from Colt Patent Arms Co. You will be allowed to re-export it to the United States."

—Department of Commissioner of Customs.

Reducing the Cost of Distribution

Too Big a Price is Paid for Distribution—Careless Buying Largely Responsible—Large Volume Sales With Small Margin is Way to Successful Merchandising—Stock Limits Used on Seasonable Lines

By ADRIAN D. JOYCE, President The Glidden Co.

EDITOR'S NOTE: — Everyone engaged in the distribution of merchandise to-day knows that one of the biggest problems facing them is that of cutting down distribution costs so that the much talked of spread between manufacturers' cost and price to consumer may be so reduced as to stimulate the movement of merchandise. In the following article by Adrian D. Joyce, president, The Glidden Co., in System, details are given of the steps taken by this paint and varnish manufacturing company to reduce the big price paid for the distribution of their product. The advantage of larger turnover with smaller margin, the part played by careless buyers, use of stock limits, and discussion of other methods for reducing cost of distribution are just as applicable to the retail hardware merchant's case as to this manufacturing plant. The key to many of the retail hardwaremen's problems is contained in this article.



ADRIAN D. JOYCE

President The Glidden Co.

A FRIEND said to me the other day: "What do you consider the most important things you've learned in the last two years about doing business?"

I declined to answer. "It would," I replied, "take too long a time to tell!"

My merchandising experience covers more than 30 years. In all that time I cannot now recall any other period that provided a more rigorous schooling in straight thinking about the fundamentals of business, or that demanded a more determined application of the basic and rather homely qualities that enable people to sell goods and to make a profit on their transactions, as good traders always do.

We have been through some rather hectic experiences. We are forced now to resort to old-fashioned common sense, to dispense with cherished but expensive frills, and to drag out of the attic where they were stored, such old standbys as hard work, thrift, resourcefulness, simple honesty and courage.

Without speaking hastily, I should say that one outstanding fact driven home in these two years seems to be the excessive price we pay to get distribution. It does cost a lot of money to sell. Probing into the problem in our own business, we find that the costs ramify in many directions, and not all of them are necessary. Here is a fairly simple case in point:

A salesman left our Cleveland plant for a trip through a territory nearby. One of the places on his route slip was a town which I will call Galesburg.

Before leaving, the salesman mailed the customary postcard telling our Galesburg dealer when he expected to arrive, and requesting to be warned if the day happened to be inconvenient. He heard nothing to cause him to change his plans, as he could have done easily and without loss of time. But on his arrival he found the merchant out of town for the day.

"I'm very sorry!" the man's partner protested. He did none of the buying himself, but he suggested that the salesman drive to a neighboring town and return the following day. "Bill," he said, "will be back then."

The request was not unreasonable. Of course the salesman politely acquiesced.

That is the point. Salesman do politeley acquiesce. Ordinarily, they are pretty much forced to. Orders mean too much to-day to risk the displeasure of good customers by refusing to heed their simple—though costly—requests. However, there is more to this episode.

Merchant Occupied

Returning to Galesburg the following day, our salesman found the merchant fully occupied. Duties had piled up during his absence. Only a short time could be devoted to the discussion of an order, and finally the merchant said:

"I wish you'd stay till tomorrow. I'll have more time to talk and we can go into everything thoroughly then."

The salesman stayed; there was nothing else to do. He could not put in his time profitably, for it was a one-dealer town. Therefore he idled.

The order was written next day. But there was no profit in it for us. The cost of the salesman's extra time, the extra hotel bills, and the extra travelling expense wiped it out.

That is a little sidelight on a big problem. Nor is it so insignificant. Our study shows that an appreciable share of the blame for the high cost of distribution, when it is excessive, can be laid at the door of careless buyers. I will amplify this point presently. But first let me state our whole problem as we stated it to ourselves.

Prices had turned downward. Buying fell off. Orders were scarce. Competition stiffened. Everybody trimmed prices to encourage purchasing. Margins of profit were narrowed and threatened with extinguishment. A very little carelessness might turn an expected profit into a loss. Of course we had to make sure of our profit. But just how were we to do that?

This was on the whole a curious situation to face after several years of unexampled ease in selling. But we found in due time that what we were up against was nothing more nor less, after all, than the normal problem of getting business under about the usual variety of difficulties.

We speedily resolved the general problem into specific problems, each concrete. There is nothing abstract, for example, about costs. Money leaves the business because something is bought; advertising space, say, or the time of a salesman. The problem there became one of making all of these purchases a little more effectively.

What we really want to do, at all times, is not merely to buy so many columns of space in a magazine, or so many hours of a salesman's time. We want to buy sales, results. And when we began our intensive study, we found the fact to be that we bought a great deal of wasted time along with

the used time of salesmen; we bought excessive shipping charges by failing to ship to the best advantage; we bought, I may as well admit, a great deal of inefficient retail merchandising; we bought the questionable advantage of large inventories of finished goods. We paid money for these things. The cost had to go into our prices, and although we were no worse off than anybody else, to the extent that we were wasteful, we suffered in competition or in profits. Neither way were we satisfied.

A Definite Program

These are all things, therefore, that we have undertaken to correct. We have now resolved our plan to make money under present conditions into a fairly definite program which, stated as a formula, would read something like this:

1. Get a relatively large volume of sales with:
2. Relatively small stocks on hand; these two resulting in:
3. A faster rate of turnover.
4. Take a relatively small percentage of mark-up; but:
5. Control expenses to make every item produce a fair and commensurate return; the whole resulting in:
6. A satisfactory profit on the capital invested.

That, briefly, is our program. In my judgment it sums up pretty completely the way to merchandise successfully to-day. Followed conscientiously, it has resulted in profitable business for us.

We are manufacturers, of course, and we distribute on a very wide scale. However, it is part of our policy to keep in close touch with retail merchants, and to take an active interest as a matter of service to them and of ultimate profit to ourselves, in the retail merchandising of our products. We find that our own program is as sound in principle for the merchant as for the manufacturer.

Take the question of stocks on hand. It might not appear at first glance how a heavy spring frost in Georgia or an unexplained falling-off in the number of potato bugs propagated in a given year, might affect the profits of a concern dealing primarily in paints and varnishes. A connection does exist, however.

Among our products are insecticides, which we sell in large quantities. Formerly we set maximum and minimum stock limits on practically all our products on the basis of the normal yearly demand. However, some products, among them insecticides, are not in demand at all at certain times of the year. To carry a stock of these products during the period of no demand obviously costs money. We now arrange our stock limits on a seasonal rather than a yearly basis.

Under our old plan we would usually begin to manufacture insecticides about the first of August. At that time we could only guess, on the basis of sales in previous years, what the actual demand of the following year would be.

Sometimes a heavy frost would fall late enough to kill a considerable part of the peach crop, and then there would be an abnormally light demand for arsenate of lead to spray the trees. There was no fruit to be saved and no reason for spraying. Similarly, when potato bugs were not so bad as in other years, the demand for Paris Green was far below normal. In those years our manufacturing program, based on the demand of normal years, was figured too high, and we were left with an excess of products which we had to carry over to the next year.

Carry Only One-Quarter Former Stocks

When we began to study our stock limits from the point of view of the seasonal instead of the annual demand, we found a better method of arranging them. Our present plan is to carry only about one-fourth as large stocks as heretofore. We do not carry any stocks during the period of no demand. And instead of beginning to manufacture in August, we start making insecticides in October or November.

Of course that forces us to keep in closer touch with the weather forecasts and advance crop reports. If, as the season advances, conditions appear to warrant it, we are able to put our factories on a 24-hour schedule.

Thus we manufacture practically to order. Our stocks on hand have a near relation to, and are closely regulated by, demand. We have no left-overs at the close of the season. Our investment is minimized. The risk of loss from depreciation and price declines is also lessened. And we are enabled at the start of the next season to take advantage of the new low prices for raw materials which may then prevail.

We apply this plan as far as possible to all classes of products. Where it cannot be applied in its entirety, we keep the investment in stocks as low as possible by careful control. The executive in charge, for example, is expected to keep in close touch with all stocks through daily reports and observation. If he discovers that a certain class of goods is accumulating in the warehouses beyond normal, he sends notice of that fact to the branch managers and sales executives. They put on the needed extra efforts to move these products.

The Steps We Took To Increase Sales Volume

A relatively large volume of sales is another definite present need that we have taken a variety of steps to secure. In conjunction with small average stocks, a large sales volume spells a fast rate of turnover. With the percentage of mark-up reduced to a small figure, as it necessarily is in order to meet and beat competition, the required yearly volume of profit can be maintained only by securing many small profits on fast-turning stocks.

We have at present about 275 salesmen. This is slightly above our average. But our main emphasis has been on improving the quality of the individuals, rather than on adding to their number.

It takes a better salesman to get profitable business now than it did during the boom years. It needs a man who appreciates those old-fashioned qualities I have mentioned; who knows how to sweat and to stick; who is not afraid of buyers; and who will not accept a little order merely because it is offered, when he knows that a big order may be secured if it is fought for.

(Continued on Page 44)



"To-day we require salesmen who won't take a little order just because it is offered them by the retailer."

Gift Hardware Has "Right of Way"

AT THIS time of the year practically every hardware merchant in the country will be "setting his house in order" to receive the Christmas shoppers. Every member of the trade has his own ideas as to the most effective methods to be adopted in this respect. Long study and experimentation with various suggestions has enabled the hardware firm of McKinley and Northwood in Ottawa to make use of a number of ideas which have been tried and not found wanting. A few of these schemes, which are sound in every detail, are part of the firm's stock-in-trade and are trotted out and put in harness every Yuletide.

Just as the alarm clock notifies the slumberer that the time has arrived to commence the day, so November reminds this firm that the time has arrived to commence getting ready for the Christmas rush. It is at this time of each year that the salesmen are detailed to relegate the ordinary stock on the tables and counters to the cellar and to commence spreading the Christmas spirit by displaying gift goods.

Encourage Shopping Early

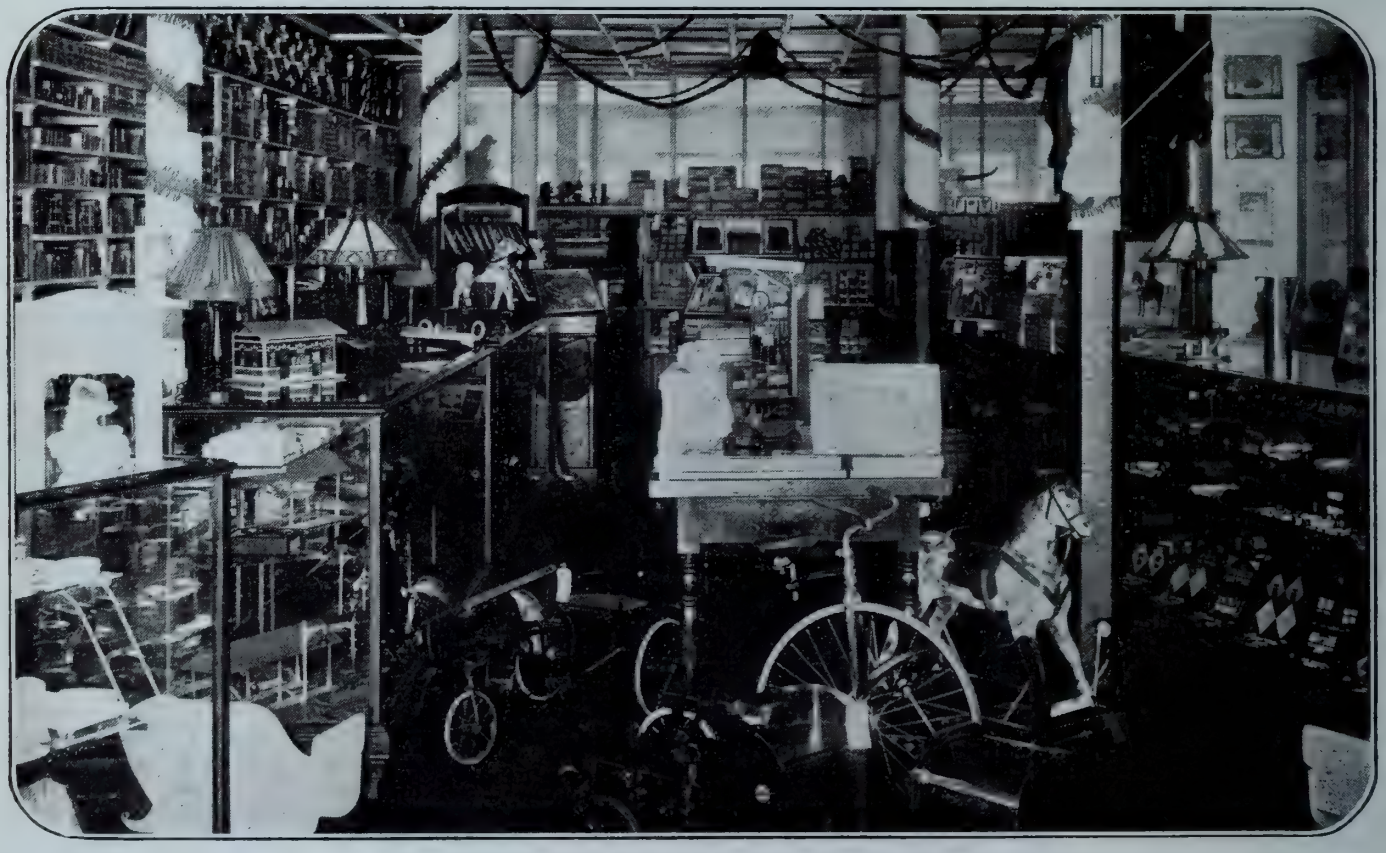
"By doing this," said Mr. J. N. Trudel, manager of the hardware department, "we are helping to educate the public to do its shopping early. This plan is effective. In the past we have sold hundreds of dollars' worth of Xmas merchandise during the month of November, just on the strength of its having been displayed where people could see and handle it.

"We always change our store completely shortly after the first of November. Everything that we can possibly get rid of is shifted under the counters or to some other hidden portion of the store, and the gift goods are prominently displayed. As a rule, the 20th of the month finds us in full Christmas regalia. We endeavor to introduce the Yuletide spirit to every portion of the store by the use of all kinds of seasonable decorations, including a number of Christmas trees, one of which we always place at the front door.

"One scheme which we have found to be very successful is that of placing a large sign on the door which moves upwards every time the door is opened. The wording on this sign is: 'Don't Forget Your Christmas Tree Holder.' This is printed on both sides of the card and cannot fail to catch the eye of the customer as he enters and leaves the store. This is backed up by a display of Christmas tree holders just inside the front door, and also by a display of them in one of the windows for a short time just previous to the holiday.

Complete Line Of Toys

"We make it a point of carrying as complete a line of toys as possible, including games, etc. All our toys are displayed on tables in the centre of the store. The sporting goods, such as sleighs, toboggans, etc., with the exception of skates are kept at the rear of the store. The reason this is done is that we expect our customers to ask for



Only in the toy business for four years, J. S. Neill & Sons Ltd., hardware merchants of Fredericton, N.B., have built up an extensive trade largely through continuous displays of high class toys throughout the year, with special features at Christmas time. Here is an interior view of the Neill store showing Christmas decorations and a wide range of toys of the better class. Children are encouraged to visit the department after school hours and they frequently bring parents who in turn become buyers of suitable gift lines.

such goods as these and we consider it pays well to have them walk the full length of the store to examine them. It gives them plenty of opportunity to see the rest of the toys and other gift goods which are displayed. We have always made it a point of keeping the skates well up towards the front."

While discussing skates, Mr. Trudel outlined a rather useful idea for the convenience of the management which is used at Christmas time and throughout the remainder of the season. This is the adoption of price cards which enable the salesmen to keep tab on the stock. The skates are labelled Model A, Model B, etc., and a card is made out for each model, stating the number of pairs of each model there are in stock and the price of each. As a pair is sold, the salesman makes a note of it on the card, and thus it is easy to tell at a glance how many pairs of a certain model are left.

Only One Game Handled

Another helpful stunt that is carried out in this store is the arrangement of the box games in such a fashion that only one game of dozens of the same sort on display is handled by the customers. The games are placed in a pile on the tables or counters with one open box on the top of the pile. The customer is allowed to handle the top box and if he decides to make a purchase of this article, the one immediately underneath is selected by the salesman as the one which the customer will carry away. The consequence of this scheme is that a minimum loss is effected. Some parts of the top sample may be found at the end of the Christmas season to be missing, but all the other exhibits will be intact.

In the past the firm has imported its expensive tool sets for older boys, from England and the United States. This year it has adopted the idea of making up its own sets, which it is able to dispose of at a somewhat reduced figure. "In this connection," said Mr. Trudel, we have set prices which are remarkably easy for the salesmen to remember. The least expensive of these sets is being offered at $12.50 and others at $14.50, $16.50 and $18.50. With these prices well established in their minds there should be no reason why the salesmen should waste time by trying to find them out in some other way.

Keep Leftovers in Good Shape

The policy of this firm with regard to winter sporting goods is to try and open each season with as clean a stock as possible. This is accomplished by packing the leftovers away neatly at the end of each winter season, using plenty of paper and cord, so that the dust has little chance of getting in and marring the appearance of any of the articles. They are thus in good shape for display at Christmas time.

This store boasts two exceptionally fine windows, which are made good use of during the holiday season. As a rule, one window is devoted exclusively to toys. A good display is put in about the first of December and left in until after Christmas. The other window is more subject to change. For a part of the time it is used for showing winter sporting goods, while a little later on other gifts goods are displayed. Everything in the window bears a price ticket. "We consider it a very good policy to put the price on everything," stated Mr. Trudel. "It saves time and is appreciated by the customer."

Doesn't Fear Dept. Store Competition

The value of being situated in the down-town section of the city at Christmas time was emphasized by Mr. Trudel. "There are piles of stores around us where just such goods as we offer are sold," he said. "But this does not hinder

(Continued on page 58)

Santa Claus Opens Hardware Toyland

GRAND OPENING OF

TOYLAND

Saturday Will Be the Glad, Glorious Day for the Children

SANTA CLAUS Arrives For His VISIT TO TOYLAND

Well! Well! Well! Here he is again! *SANTA CLAUS* coming *SATURDAY* to the *BIG OPENING OF TOYLAND* at the *DAVEY HARDWARE CO., LIMITED.* Early, you say? Not a bit of it! Why, he comes every year just about this time. And, little girls and boys, would you believe it, he hasn't changed a bit. *SANTA* is just the same apple-cheeked, starry-eyed, jolly old soul that you have always known him to be. He may be a wee bit fatter to be sure, but then so is his sack of toys. It is *POSITIVELY HUGE!*

AND SUCH A PROCESSION IT WILL BE! FULL OF THRILLS FROM BEGINNING TO END!

First *SANTA CLAUS'* special body-guards dressed in bright green coats on two prancing horses, after which the grand float of that jovial personage, *OLD KING COLE*, sitting on his beautiful throne with his own *COURT JESTER* driving his car, if you please. Then, the most ridiculous clowns in the world. And before you stop laughing at their absurd antics, along comes *MOTHER GOOSE* sitting in an immense moon with her squalling old goose. Then what do you think? The funniest old fellows you ever did see jumping around on a big wagon. And all the time you are watching *SANTA CLAUS'* wonderful procession you hear the strains of the unseen mysterious band; yes, sir! And the music seems to come from right out of *SANTA CLAUS'* immense palace; and then, yes, bless him. *SANTA CLAUS* himself perched away up on top of his palace

WONDERFUL DOLLS

PRICES 25c to $14.50

DOLL CARRIAGES

PRICES $2.50 to $18.00

MUSICAL TOYS

PRICES 5c, 10c, 15c to $2.25

SLEIGHS

WATCH TOMORROW NIGHT'S PAPER FOR TIME OF SANTA'S ARRIVAL AND ROUTE OF PARADE.

TOY PIANOS

PRICES 60c to $8.50

SANDY ANDYS

PRICE 75c to $1.75

DOLLY SULKIES

PRICES $1.75 to $3.50

KIDDIE KARS

MECHANICAL TOYS

BOOKS

SPECIAL! SPECIAL!

95c

SPECIAL—SPECIAL

25c

GAMES

Prices 10c to $3.95

BLACKBOARDS

PRICES 50c, 75c, $1 to $3

AUTOMOBILES

PRICES $11 to $19

VELOCIPEDES

PRICES $5.35 to $27

WHOOF! WHOOF!

PRICES 25c to $5.50

TRAINS

PRICES $1.25, $1.50 to $15.00

VECCANO

PRICES $1.50 to $11.25

NOTICE

Persons wishing goods put away until Christmas will find our system very satisfactory. A small deposit will hold any article.

Mail Your Letter to Santa. Mail Box in Toyland.

Toyland Opening Aluminum Sale

Just look and see the wonderful line we have to show you. Every piece fully guaranteed to each person

SAUCE PANS 1 and 2 quart Sauce Pans Special at	98c	BASINS	98c
BOWLS 8 1/2 inch Nests Lip Oval Bowls	29c, 39c, 49c	PLATE CUP AND SAUCER—Solid Plate	59c
ROASTER Roasts Covered Roaster	$2.98		

Coleman Lamp and Lantern Demonstration Saturday.

Don't miss seeing the Coleman Lamp and Lantern Demonstration

NOTICE

Persons wishing goods put away until Christmas will find our system very satisfactory. A small deposit will hold any article.

Mail Your Letter to Santa. Mail Box in Toyland.

THE DAVEY HARDWARE CO., LIMITED

A WEEK'S CAMPAIGN *preceding the opening of Toyland by Santa Claus in the Davey Hardware Co. store, St. Thomas, Ont., aroused interest among the young folk to fever heat. Small ads are run giving messages from day to day as to progress Santa Claus is making from Lapland to Toyland. Large ads are also run outlining the program and giving route of parade in which Santa Claus, clowns, Old King Cole, Mother Goose are featured. The big ad announcing the opening of Toyland is shown herewith. A specialty is made of putting goods away for Xmas with a small deposit. An aluminumware sale is put on with a free cook book. Demonstrations of other hardware lines are arranged near the Toy Department to interest parents of children coming to Toyland. A look over this ad will show the wide range of toys handled in the big trade done by this firm at Xmas.*

Many Women Buy Auto Accessories

Wives, Sweethearts and Children Are All Prospects for Automobile Accessories as Christmas Gifts—Accessories in Distinctive Christmas Wrappers—Sends Card With Accessory Gift Suggestions and Follows Up On Telephone

WITH ONE in every sixteen persons in Canada owning a motor car it is easily seen that motor car accessories will take a large part in this year's Christmas gift trade. Several persons will be buying gifts for that automobile owner and it is only reasonable to expect that at least a portion of them can be influenced to buy motor accessories providing the merchant puts the matter up to them in a sufficiently forcible manner.

This year gifts of utility will be given and what could be more desirable and utilitarian than some article of automobile accessories which will increase the comfort of winter driving? At the recent convention of the Automobile Accessory Branch of the National Hardware Association, the question of the manufacturers putting accessories up in suitable boxes for Christmas gifts was taken up. It was agreed that there were big opportunities for the sale of accessories at Christmas and several instances were cited of merchants who have developed a very profitable trade in them. The suggestion was made that rather than attempt to box these accessories individually for such trade and having to destroy such containers if not sold at Christmas, that merchants secure a supply of colored paper and some holly ribbon and cards and prepare the parcels suitably for gifts when sold. A feature could be made of this idea in the display or advertising.

No Extra Investment

Most of the accessories necessary are right on the shelves now so no extra investment is required. All that is needed are some bright ideas and some application to put them into effect. One thing to remember is that women are the chief shoppers and even the kiddies will be interested in some practical gift suggestions including some accessories. For this purpose a lighted Xmas tree might be shown in the window with some accessory lines suitably prepared for Christmas presents as illustrated herewith. Some lines to be shown in such trade would include motometers, flashlights, visors, robes, windshield cleaners, foot warmers, etc. The showcase can display other lines such as bumpers, jacks, chains, tires, etc. In displaying the accessory in the window it might be a good idea to show one wrapped with the colored paper, holly ribbon, etc., and card enclosed, and alongside show the same accessory unwrapped, to indicate what is contained in the closed parcel.

Some good advice is handed out in a letter to the director of the Automotive Equipment Association from a dealer who has put across the merchandising idea at Christmas with good success. After making the foregoing point re showing one parcel wrapped and the article unwrapped, he goes on to say: "Make a point to see the wife, or daughter or sweetheart of every car owner that you can get in touch with during the early part of December or for a month before Christmas. Pick out a certain one of these articles you are concentrating on that the car needs, then approach the lady, explaining that the ordinary Christmas gift, such as socks, neckties and shoe strings are getting to be more or less an old habit not thoroughly appreciated and soon forgotten, while something for the automobile will be appreciated more than anything else, as a man's automobile is next to his heart.

"After accumulating the orders he gets for these articles, which should all be taken for delivery about December 20, the dealer can order the equipment from his jobber, get it in stock only a few days before he delivers it, get the money for it before he has to pay for it and do a thousand dollars' worth of business on $25 investment, making $350 profit in less than thirty days."



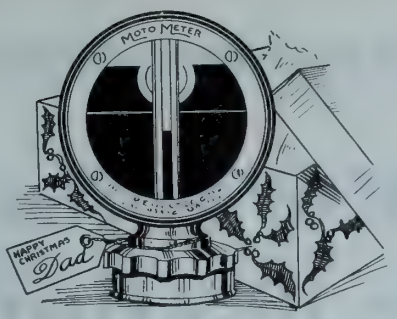
This arrangement of automobile accessories by a Toronto merchant has proven effective at this time of year inasmuch as it is confined to those accessories which are in special need in the winter. This window was arranged at Thanksgiving, hence the decorations at the top. Similar decorations of a Christmas nature might be used between now and Dec. 25. Some ideas for displaying accessories as Christmas gifts are outlined in this article.

Sends Card To Prospects

A Toronto merchant prepares a card which might be used to advantage. This card suggests: "Give Automobile Gifts for Xmas." On the other side it enumerates a wide range of articles with prices from $1.75 up to $50, thus interesting the prospective buyer of accessories having in mind almost any amount. This appeals especially to those members of the household who are not readily acquainted with accessory prices. This merchant follows up this

plan with a personal canvass over the telephone of the household to which the card has been sent. Out of 240 calls in two weeks, being on the basis of twenty a day, he figures on approximately 40 sales. The card enumerated the following lines with prices:—Radiator cap; radiator wing, small and large; rubber running board mats, per pair; aluminum mats; tire cover; luggage carrier; outlook windshield cleaner; motometers; outside mirror; inside mirror; windshield visor; flashlight; chains; spotlight; automatic windshield cleaner; horn; robe; bumper; shock absorbers. This merchant also uses stickers on all parcels and literature bearing the words "Give an Automotive Gift for Xmas."

Accessory business for more than eighty thousand new automobiles annually in Canada is the estimate recently made in compiling statistics covering the motor industry in this Dominion. This is business in addition to the equipping with auto accessories of the aggregate five hundred thousand passenger and business cars at present in use. The figure of 80,000 merely covers replacements only and does not take into consideration the opportunity of also equipping with accessories new cars purchased by those who formerly did not own one.



Motor Meter as Xmas Gift

Field For Accessories Extends

These estimates serve to indicate not merely the growth of the automobile industry in this country, but also throw a gleaming spotlight upon the possible volume of accessory trade, a factor which is of vital interest to the hardware merchant especially at Xmas. The field for auto accessories is thus extending rapidly year by year, while there is also the consideration that the number of accessories continues to grow. It can readily be seen that these facts are not only of importance from the viewpoint of the accessory dealer but will supply a basis for future estimates and corresponding expansion in this department of the store.

The report also points out that while the number of motor vehicles is steadily increasing, this is especially so in the western provinces. Another impressive statement is that a very large proportion of the cars are owned by farmers, indicating that increased opportunities in the accessory business are available to merchants in both urban and rural districts alike

"It is conservatively estimated that the number of passenger cars and trucks in use in Canada at present total approximately 500,000.

Catching the Eye of the Fall Hunter



Here is a Fall sporting goods window of such a nature as to attract a great deal of attention of those interested in hunting at this season, and a window which should do much to stir up a longing for the hunting grounds among the uninitiated. This window arranged by Evariste Babineau of Sumner Co., Ltd., Moncton, N.B., shows a stuffed bear, deer head, partridge, squirrel, etc., and two live rabbits were placed in the window to give it a still more realistic effect and bring action into the display. Evergreens and moss have been used generously, the tent with the fire and the various camp accoutrements presents a very natural appearance. Included in the display are rifles, revolvers, cartridge belts, thermos bottles, ammunition, camping utensils. The window attracted much business and many favorable comments.

NOW Is The Time To Join The 1922 Hardware and Metal Xmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

What This Christmas Contest Means To YOU



TO BE a prize winner or to receive honorable mention in this contest is much to be desired by hardware merchants or their salesmen. The contestants who have won honors in this contest in past years have achieved substantial benefit from the encouragement given them in arranging displays and also from the wide publicity given the results of the contest.

Former participants who have been runners-up in previous contests will benefit from the comparing of their window displays with prize winners, and new entries are wanted from merchants or their retail salesmen in all parts of Canada. Don't forget:

Get Your Entry In Early.

SECOND PRIZE WINNING DISPLAY in places under 5,000 population, in the 1921 Hardware and Metal Christmas Window Contest. It was dressed by G. P. Eldridge, of George W. Ecclestone, Ltd., Bracebridge, Ont. It has a most pleasing appearance, a distinct Christmas atmosphere, and represents a fairly wide range of suitable Christmas gifts to be found in the hardware store. It features silverware, cutlery, electrical toasters, lamps, percolators, shaving brushes and razors. Prices are prominently displayed on each item. The panels at the rear and the general construction of the display keep the eye interested at all stages of the inspection.



Hardware and Metal

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Members Audit Bureau of Circulations Member Associated Business Papers

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Another Chain Store Episode

THE Piggly Wiggly Corporation, an extensive group of chain stores operating in the grocery trade of the United States, with an annual turnover running into many millions, has been frequently pointed to by exponents of the chain store system of merchandising as an example of the broad accomplishments of this form of retail distribution. While complete details have not yet come to hand, telegraphic advice to Hardware and Metal just as we go to press indicates that there has been widespread failure among certain parts of the organization. The Manhattan Piggly Wiggly Corporation has failed with liabilities of $1,250,000 and assets of $350,000. The Piggly Wiggly Eastern Corporation has failed with liabilities of $1,000,000 and assets of $25,000. These two corporations operated under separate franchises from the parent corporation, under group arrangement. The founder of the corporation states these stores were operated distinct from the parent company and that there was no connection financial or otherwise. Some hint of being stock selling propositions has been given. This group has opened 38 stores and were planning to eventually have 2,000 stores. Later advices are that four more stores in New Haven and three in Bridgeport have been added to the list of failures.

Can Be Too Enthusiastic

THERE IS no doubt that fundamental conditions underlying the business structure are gradually becoming re-aligned and thus forming a more solid foundation for future business, but one of the biggest dangers which lies in the present stage of the business cycle is the possibility of over-inflation. Everyone remembers what happened after the last period of price inflation but still some manufacturers and merchants seize on the first opportunity to get a longer margin if they think it can be secured, instead of trying to develop bigger volume business on a shorter margin. It is well to be optimistic and enthusiastic providing it is kept within reasonable bounds, but at the same time we must look closely into business developments in order to get constructive suggestions in order that such improvement will be maintained.

Some of the factors on the other side of the question are outlined in an analysis of the business situation by Peleg Howland, President H. S. Howland Sons & Co., wholesale hardware merchants, Toronto, in his address as President of the Imperial Bank. After pointing out that the general business trend has been consistently on the upgrade for the last six months he states that progress has been necessarily slow because of the besetting obstacle of labor inefficiency, high wages, restricted markets and chaotic Europe. He thought that basic industries such as mines, pulp and paper, lumbering, fishing, all have better prospects, the harvest was exceptional, wholesale trade has increased in volume and unemployment has steadily decreased. It was stated, however, that the activities of the country are not being carried on at a profit and capital is not being accumulated, this being reflected in diminishing savings. Taxes have increased, there has been little reduction in the debt of the Dominion and there is comparatively little immigration.

The need for encouragement of the right kind of immigration was emphasized and the importance of having Europe on a better basis through the encouragement of trade was pointed out. Other factors were economy on the part of the individual, careful adjustment of taxation, a fiscal policy the aim of which is to cheapen cost of living and the cessation of legislation of a sumptuary or paternal character.

It is a hopeful sign that in respect to taxation, improvement of the European situation, and more efficiency in our marketing and distribution system, some progress is being made along the lines suggested. There is still some way to go however, and the retail merchant plays a big part in intelligently meeting the situation.

A Lesson For The Retailer

MANY OF the most pressing problems facing the trade to-day are those in connection with costs of distribution. This subject has many ramifications for the retailer involving as it does the question of store administration, but it is a subject to which manufacturers and wholesalers are also giving much more attention and as their decisions in regard to marketing methods directly affect the retailer, he must be fully alive to what is going on and introduce such efficient methods in his business and take such steps to stimulate turnover that producers will not be given cause to consider other channels for adequate marketing of their goods.

For some months it has been quite apparent to manufacturers that too much attention has been paid in the past to production, and too little to distribution. This was a more or less natural development of the war period when productive capacity of our industries was strained, and in the immediate post-war period when there was little hesitation on the consumer's part to buy freely. In recent times, however, this condition has changed and not only must the manufacturer seek an outlet for his normal production but in many cases he must secure more than ordinary distribution to keep running those plants which were expanded under the pressure of war requirements. Thus the problem of distribution has become an acute one for all concerned.

After examining production costs closely some of the shrewdest manufacturers in the industry state they have been paying too big a price for distribution. There has been too much careless buying on the part of retailers which has hurt their own interests as well as those of the manufacturer. The solution is a larger volume of business on a smaller margin of profit. This can be partly brought about by using stock limits on seasonable merchandise and other mediums of intelligently guiding buying and selling. The trouble which certain retail hardwaremen claim is facing them to-day in the form of too many retail stores is fundamentally the same trouble which has been facing the manufacturer for some time past. There have been too many factories and too little buying on the part of the retailer. But the manufacturers have not endeavored to solve the trouble by taking action to curtail the number of producers, they are following out the more constructive plan of adopting more efficient methods so as to shorten the margin and secondly of developing their connections with their retail customers on the basis of service. "We are selling our connection to-day rather than merely a product" says a prominent hardware manufacturer who finds that this plan plus fair prices has solved many of their marketing problems. The same solution will do for the retail hardwareman.

"Less Legislation—More Co-operation"

Hardware Manufacturer Discussing Price Fixing Investigation Says Too Much Legislation by Well Meaning But Misguided Individuals—Wholesaler Favors "Suggested" Resale Prices But No Combines—How Fixed Prices Affect Retailer and Consumer

Editor's Note:—The discussion which was outlined in the October 28 and November 4 issues of Hardware and Metal concerning the investigation being conducted by a committee of the Ontario Legislature into the question of fixed resale prices, has brought forth some further interesting comments from manufacturers of various hardware products, as outlined herewith:

A STOVE manufacturer who believes in the policy of established resale prices points out that the position of various manufacturers varies because some are primarily interested in the stability of prices because of the ultimate bearing on retail hardware merchants who are their customers. On the other hand the investigation being conducted is said to be interested in reducing prices to the consumer and is not interested in the success of the merchant. He points out that the fact that stabilized prices and resulting success of retail hardware merchants works to the advantage of the consumer inasmuch as hardware merchants are consumers in all other lines, is a hard matter to impress upon the average legislator. A number of arguments showing the advantage to the consumer of fixed prices on nationally advertised products, as prepared by this manufacturer, is as follows:

(1). The consuming public easily becomes familiar with the published retail prices and is thus protected against the possibility of paying a higher price.

(2). The dealer is prevented from charging a price higher than the published price, although there is no law which will prevent him from charging a lower price.

(3). The consumer is again protected from paying a high price for an inferior quality of product. We might take an illustration from our own business before our retail price list was established:

A good many dealers were handling various brands of imported stoves which were very inferior in point of workmanship and operation and, therefore, in service rendered, and, because of the absence of any policy on the part of the manufacturers to even suggest a retail price, dealers were in a position to charge more for such stoves than the prevailing prices of our line, and thus the consumer was paying what might be considered an exorbitant price for an inferior article.

(4). Nationally advertised goods, with a fixed list of prices to the consumer, can be manufactured and marketed at an average lower cost to the consumer than under any other plan. This is not only true of stoves, but is true of many other lines, such as automobiles, cameras, watches, talking machines, electrical appliances, etc., etc. The reason for such lower cost is the greater confidence which the consuming public has in these classes of merchandise, thereby assuring stability to the industries, and that in turn makes it possible to operate with more certainty on a lower margin of profit than would otherwise be the case.

Should be Carefully Considered

"Personally I am not in favor of strict enforcement of retail prices set by the manufacturer, and we as paint manufacturers do not state to the trade that they must sell at certain given figures. True we do issue a list of quotations for the merchant on practically all of our products, but it is merely 'suggested' prices, offering a fair margin of profit for him and allowing protection to the buying public," said a Montreal paint manufacturer.

As for selling to the distributor it was pointed out that the jobbing trade purchased on a discount, and they in turn sold the trade at the same figures as the manufacturer. The latter also solicited the retailers and both sections were on an even footing as far as prices were concerned. This method of merchandising had always proven very satisfactory to all concerned, and by naming prices only after closely anticipating production costs, the ultimate consumer is only asked to pay fair prices. Any contemplated action on the part of the Ontario Government should be carefully considered before anything definite is done.

Need Common Understanding

An Ontario hardware wholesaler states: "We are of the opinion that when associations meet, consider and offer suggested resale prices on lines of goods, whether it is hardware, dry goods, groceries, etc., it has a stabilizing effect on the trade generally.

"This, of course, comes about in a natural way by wholesalers meeting and discussing the value of such merchandise, which may be of a common grade of manufacture, that is, goods of a kind manufactured in various parts of the country can be marketed easily on the suggested resale plan.

"Yet, on the other hand, if the manufacturer steps in and dictates to the wholesaler how he should sell these goods to the retailer and inflicts penalties by exclusion or otherwise, this system of marketing goods in our opinion is decidedly wrong.

"In other words, we believe that the freedom of marketing goods under a system of common understanding is better done than if the price arrangement is forced.

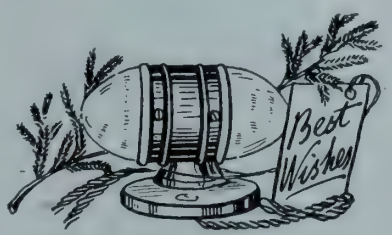
"As far as this company is concerned, we would be willing to agree to a method such as mentioned in the fore part of our letter and we cannot conform to the ideas of a combine."

Too Much Legislation

Another paint manufacturer states: "As far as the paint and varnish industry is concerned, I am sure such an Act would have no bearing as we have never individually or as an organization ever attempted to dictate to the retailer the price he must sell at. It is true that 'at the request of retailers' some companies have from time to time distributed a 'suggested' list of prices that would assure the retailer a fair margin of profit but at no time have we ever attempted to 'dictate' to the dealers the prices they must sell any of our products at. However, I do feel that the business and social world is burdened down very heavily at present with a raft of radical legislation that is hampering progress and making it difficult for us to get back to sane and steady living.

"The proposed Act is just another of those monkey wrenches that well-intentioned but misguided people are trying to throw into the business machinery of Canada.

"What we need at the present moment is less legislation and greater co-operation on the part of our governments."



Parking light as a Xmas gift.

Lieut.-Col. W. M. Gartshore, President, McClary Mfg. Co., London, Ont., received an acclamation in civic nominations for the Hospital Trust.

REDUCING COSTS OF DISTRIBUTION

(Continued from page 35)

Our men are working for volume. They understand they must get it or go where the need is less urgent.

Furthermore, we are getting our men to lay less emphasis on an order and more emphasis on a connection. We insist on the type of salesman who sells his house and his product so thoroughly that the merchant will want to deal with the concern and will send in his order by mail. There is a great loss if buyers always wait for the salesman, or if they give the orders to other houses if our salesman does not happen to come.

Indeed, we consider the number of times a salesman has to call on each merchant in the course of a year a fairly good index of his quality. If he can hold the business, and increase it, with a few calls, he can then increase the number of merchants he calls on and that makes him a better man for us.

A salesman used to make an average of three or four trips to get a merchant's stock order. Those extra trips represented quite a few needless dollars and cents in the cost of distribution. The type of salesman who now has a permanent job with us is one who can save those extra dollars, explain to the merchant the need for saving them, and get the stock order with a single trip.

There was a time during the full severity of the depression when our best salesmen found it difficult to sell at all. We then did a thing which we feel gave us more permanent benefit and prestige than anything we could have done. We set our salesmen to work helping retail merchants clear their shelves of goods purchased at the high prices. We said to them:

"If you find a merchant already stocked up and his goods not moving, and you can't take an order from him, go out and canvass business for him. Call on architects and builders—go from house to house if necessary—take orders for the goods on which he is overstocked. Get his shelves clear. Not until you have done that will you stand much show of getting him to buy more."

Advertising has also been an aid to greater volume. We participated heavily in the campaign of the National Association of Paint and Varnish Manufacturers. That was undertaken as soon as the depression got under way in 1920, and was designed to stimulate saving the surface of old furniture and woodwork by the timely application of paints and varnishes. "Save the surface and you save all" was, and is, the slogan; the campaign is continuing, and our share of the results has been highly satisfactory.

We also increased the amount of our own advertising in the midst of the depression period, as soon as we felt that the early hysteria of the buyers' strike was passing. This advertising would be a good deal less effective than it is, did we not merchandise it continuously and energetically to our dealers.

Our plan is not original, but it is very effective. If we have a page in a weekly of national circulation, for example, we are careful to send an advance proof to every dealer. He places it in his display window. We thus gain a repetitive value from each advertisement. The consumer sees it in two places, and is impressed with the conviction that the dealer is up-to-date. A natural inference from that is that the merchandise is probably also up-to-date.

People Renewing Old Furniture

It is a curious indication of the trend of consumer demand at the present time that our sales of Jap-a-lac in the last three months have been larger than at any other period since the product was put on the market. This has been without the application of more than normal stimulus on our part. The first big sales on Jap-a-lac were made during the normal years from 1909 to 1913. During the war and the period of inordinate spending, sales fell off, presumably because most people were not so anxious to refurbish their old furniture. They had money in their pockets, more ready money than many of them had ever heard of before. They were easily induced to scrap entirely anything that was old, and to buy something new.

That reckless period has gone. Consumer spending has again become more normal and sane, and the sales of Jap-a-lac reflect the condition by surpassing all previous records.

I have always been a believer in advertising, more advertising, and yet more advertising, providing it is skilfully done and the product and the channels of distribution are right. I believe it is scarcely possible to let consumers know too much about a good product. And I believe that advertising is one element in the cost of distribution where the apparent paradox applies, that the more you spend the less it costs.

We have curious and convincing proof of this in one territory. There is probably no place in the country where the flood of information about our products is greater than in Detroit. A considerable percentage of the population is engaged either directly or indirectly in some phase of the automobile business; and we sell to approximately 90% of the automobile manufacturers of the country. Our advertisements appear regularly in the automobile trade journals read by the dealers in accessories and equipment. The cans containing our products are seen on the shelves of stockrooms and in the factories. People are thus familiarized with our products by constant advertising repetition and by actual use.

With what result? Nowhere else, in a community of like size, is our volume of sales per person so large.

Refer to the merchandising "formula" that I have mentioned, and you will see that the fifth clause covers the control of expense to make every item produce a fair and commensurate return. There may be a knack, but there is no mystery connected with expense control. It merely consists of getting a dollar's worth for a dollar spent, and that is another of the old-fashioned virtues known as thrift.

Change Wasteful Habits

I have described the episode of the salesman calling at Galesburg, to show that buyers to a greater extent than is often suspected, and to a greater extent than they commonly realize themselves, may share in the responsibility for high distribution costs. We have given considerable effort to the task of eliminating certain abuses of this kind, and to changing certain wasteful buying habits.

"So," we say to the merchant as a concrete example, "when you receive our salesman's card saying that he expects to be in your town on a certain day and that day does not happen to be convenient for you, won't you exert the slight effort required to ask the salesman to come at some other time? He can change his plans; but he can never make up lost time."

That is but one of a hundred ways in which the merchant can help as respects the salesman. He can also give his decisions more promptly, ask less in the way of repeated calls, and so on. In little, these things seem small indeed. But it is a question of aggregates. I have no doubt that the time salesmen spend cooling their heels needlessly because buyers are careless, could be reduced by an expert mathematician with an imagination, to a cost total of millions of dollars yearly.

Suppose the buyer does help—is a little less careless in these small matters. The money saved comes back to him finally in lower prices. He can sell more, and more easily. It is a widening circle, and the benefits to all constantly increase.

There are plenty of other ways to save. The method of shipment is one. Here we have found that the merchant and

SOME INTERESTING DETAILS ON REVOLVER QUESTION NEXT WEEK

Information in connection with governmental action just taken to prohibit the importation of automatic revolvers into Canada was secured by Hardware and Metal just at press time. Details of the new regulation are given in this issue. More will be heard of this subject in next week's issue when the matter is thoroughly analyzed from the standpoint of all interested parties. It is likely some interesting details will be uncovered as to the reason for this action. Watch for the next issue.

manufacturer can effectively co-operate.

We pay 40 cents for a shipping case that will contain 6 one-gallon cans of our product. For 16 cents we can buy a sound second-hand barrel in which we can pack with equal security and convenience, 20 one-gallon cans. We are inducing merchants, wherever we can, to allow us to ship them in barrels instead of in cases.

A few years ago, when we spent some money to get a lot of sales, we might not have paid much attention to a detail like that. To-day, when we are spending a lot of money to get some sales, the cost of a container is one of many things that assumes a new consequence. The difference between 16 and 40 cents is not inconsiderable in the total, when thousands of gallons are shipped.

Freight Rates

We are also urging merchants to buy to take advantage of the lowest freight rates. We pack our products in cases containing a standard number of packages. We discourage the breaking of cases in shipments.

If a merchant wants to buy four gallons of paint, say, and a case lot is six gallons, we do our best to get him to buy at least the six gallons. If he does insist on having just the four gallons, it is quite possible for us to pay somebody in our shipping department enough money for the time he spends finding paper or other material to stuff in the box in place of the two cans, to take up more than all of the profit on the broken-case shipment. Anyhow, why pay freight on a box stuffed with old paper?

In the aggregate, I repeat, these little wastes assume staggering proportions. If the exact truth were available, I should not be much surprised to learn that a great many of the high costs complained of in distribution to-day, trace back simply to the spread of a spirit of anti-thrift; not a deliberate desire to be wasteful, but a disclination to exert the effort required by strict economy. That can be remedied by resorting to thrift as we used to understand it in business, and as most of us still understand it in our private affairs.

I had occasion not long ago to investigate one of our branches which was not yielding a satisfactory profit. I found that the very condition just mentioned was at the root of the trouble. Many of the merchants in this territory had got in the habit of buying in driblets and odd amounts. They had been encouraged in the habit during the war when other considerations than strict economy were paramount. Nobody had taken the trouble to wean them from this, the most expensive way.

A merchant here would order time after time in broken-case lots. He would make up his order and forget to inquire how much of a shipment it would make; as a result he often had to pay less-than-carload rates, when a little consideration would have enabled him to secure carload rates. Goods, in place after place, were standing on the merchant's shelves at too high a cost. They were suffering. We were suffering with them. The difficulty, once we discovered it, suggested its own remedy. We are now conducting a vigorous campaign to convince the merchants of the folly of their method of buying.

How Careful Study Resulted In Decreasing Freight Wastes

Settled buying habits, however, are not easy to change. We have 17 factories located at various points about the country, and 30 distributing warehouses. For a long time we did not mind particularly whether we shipped from one plant or from another If the dealer had a preference, we respected it without any question.

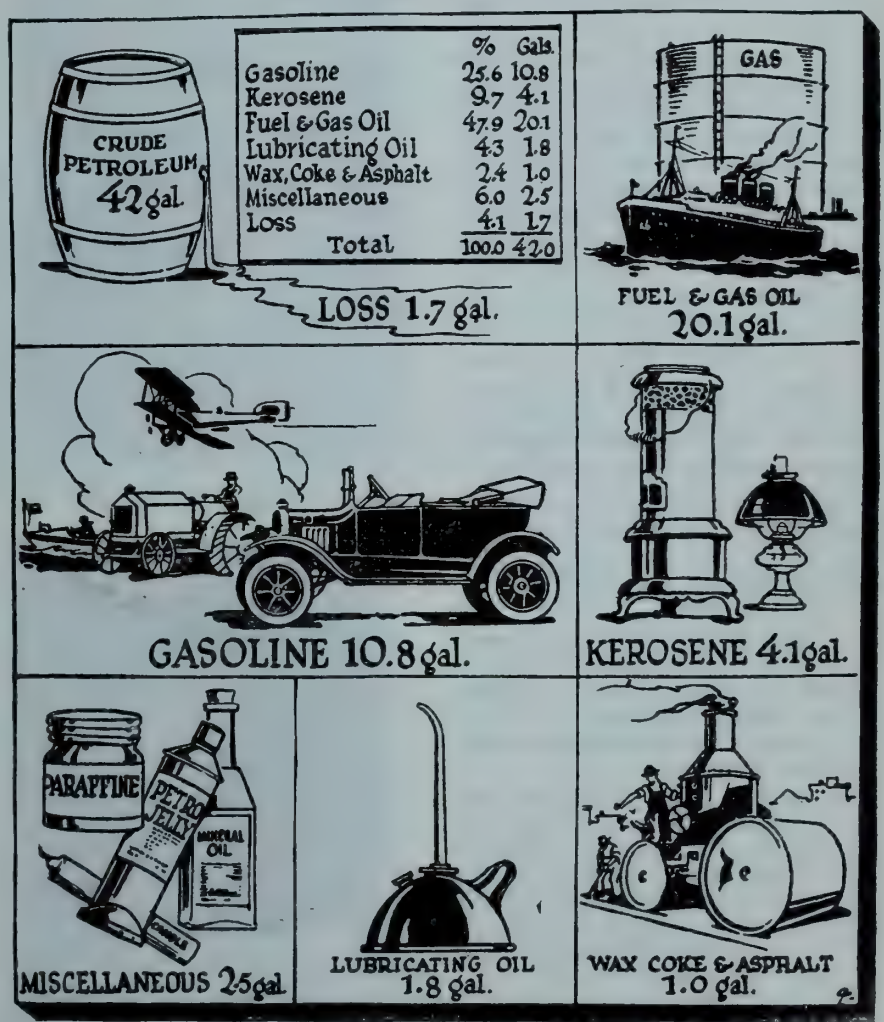
A merchant in Southern Illinois, say, having for a number of years received his shipments from Cleveland, continued to receive them from there without serious remonstrance on our part. In our close analysis of expenses, we saw the waste of that. We are now making a special effort to show our merchant in Southern Illinois—and all others where the same rule applies—that he can get exactly the same goods from our St. Louis factory, at a considerable saving to him in freight rates.

A waste like this, when brought to light, seems so obvious that one might suppose it would correct itself. But in fact it is just such wastes, which increase costs and benefit nobody, that attach themselves like leeches to the process of distribution; and they are not quite so obvious as they seem, until expert analysis is set to catch them.

For a long time the rail freight rate between New Orleans and Houston was very high, so high that it was about as

(Continued on page 58)

What Comes From a Barrel of Crude Oil



This illustration shows very effectively what comes out of a barrel of crude oil. Hardware merchants handle the majority of these products. The percentages will be interesting to keep for reference so that when price fluctuations occur on crude oil, merchants will be able to form some opinion of the extent of the change to be reflected in the various by-products such as gasoline, kerosene, lubricating oil, etc.

Events in the Trade

BUSINESS CHANGES

Simcoe, Ont.—W. H. Davidson has sold his hardware business to H. F. Prelipp.

Montreal.—M. Miller and Son, hardware, has dissolved. New firm registered under same style.

NEW FIRMS

F. T. Terry has commenced a hardware business in a new store at 517 Annette St., Toronto.

Kingsville, Ont..—Harris Bros. are commencing hardware business here and are desirous of receiving catalogs and price lists on hardware and automobile supplies.

St. John, N. B.—The first hardware store to be started in the fast developing east end district of St. John, is that of H. G. Enslow. Mr. Enslow's store is at the corner of Prince Edward and Union Streets. The store is a large one in a three-story brick building, and is well stocked. The store is equipped with two large display windows. Mr. Enslow was formerly on the road.

PERSONAL

Mr. Binns, representing Sheet Metal Products Co., Ltd., was in St. John last week. He was optimistic regarding business conditions in the Maritimes.

H. G. Rogers, hardware manufacturers' agent with offices in the Globe Building, St. John, has been on a trip to Europe. Mr. Rogers had his office formerly on Dock Street.

G. U. Hatch, general sales manager Millers Falls Co., Millers Falls, Mass., will visit Hamilton, Toronto and Montreal this week in company with F. J. Macdonnell of Hamilton, manager of the company in Canada.

Lieut.-Col. W. M. Gartshore, president McClary Manufacturing Co., sailed on the Niagara for New Zealand, where he will spend the winter. It is stated that the company is pushing its Oriental and Antipodean trade and it is also in connection with this, that the chief executive is crossing the Pacific.

OBITUARY

The sympathy of the trade is extended to A. R. Dundas, hardware merchant of Cobourg, Ont., in the death of his wife Annie I. Simmons. Interment was made in St. Peter's Cemetery, Cobourg.

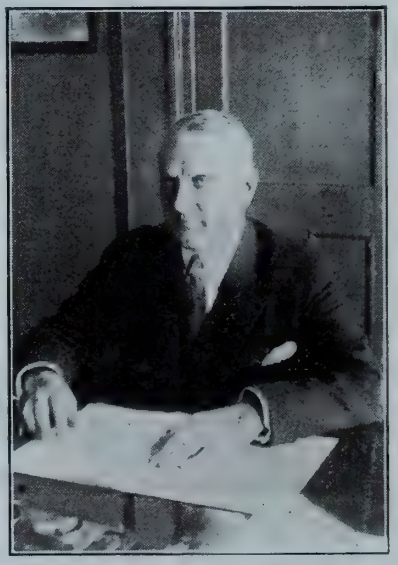
HARDWARE HOCKEY LEAGUE

The Toronto Wholesale Hardware Hockey League is again organized for the season's play with teams representing the following houses in line;—Rice-Lewis & Son, Ltd., H. S. Howland, Son & Co., Aikenhead Hardware Co., and C. Kloepfer Ltd.

Officers elected are as follows;—Hon. Presidents J. T. E. Aikenhead, D. H. Foster, E. Halloran and R. C. Fisher; President, F. B. Feeney; First Vice-President, F. Jeffrey; Second Vice-President, D. Murray; Third Vice-President, J. W. Burman; Secretary, A. G. McIntyre; Executive Committee, J. W. Crone, I. Findley, C. Cameron.

Changes Among Officials of the Barrett Co., Ltd.

Montreal.—Changes among the officials of the Barrett Co. Ltd. include the appointment of D. P. Hatch as General Sales Manager of the company. Mr. Hatch was formerly Sales Manager at the Montreal Branch of the company. A. E. Pay, formerly Sales Manager for the Barrett Co. Ltd., for the Maritime territory, has been transferred to Montreal and appointed Sales manager for Quebec as well as for the Maritimes.



D. P. HATCH

Appointed General Sales Manager of The Barrett Co., Ltd., Montreal.

CANADIAN INCORPORATIONS

Clear Vision Pump Co. Ltd., incorporated at Toronto with capital of $50,000 to deal in pumps, tools, fittings and appliances for motor cars.

Norton Steel Co., Ltd., head office Montreal, capital $100,000 to manufacture and deal in saws, edge tools, hammers, shovels, wire rope, etc.

T. McAVITY BOWLING LEAGUE

St. John, N.B.—The employees of T. McAvity and Sons, Ltd., have organized a bowling league, and the King Street and Water Street stores of the firm have entered teams. There are some skilled bowlers on both of these teams who will vie for honors as pin topplers with teams from the manufacturing departments of the firm.

DEATH REMOVES ACTIVE EXECUTIVE

St. John, N.B.—In the death of R. B. Emerson, the hardware trade of the Maritime Provinces lost one of its best known figures. Mr. Emerson was one of the founders of the wholesale and retail hardware firm of Emerson and Fisher, of St. John. This firm was started on Prince William Street about forty years ago. Fifteen years ago the concern removed to its five-story brick building constructed on Germain Street, near the entrance to the city market. Mr. Emerson manifested a deep interest in the cause of education and was chairman of the board of school trustees of St. John for several years. He was also one of the most energetic presidents the St. John Board of Trade ever had.

INDUSTRIAL GANANOQUE LOSES LEADING FIGURE

Gananoque, Ont.—William M. Byers, a member of one of the families who for more than half a century have been actively associated with the financial and industrial life of this town, died suddenly Saturday evening at the residence of his brother-in-law, B. W. Heaslip, with whom he resided.

Deceased was largely interested in the Ontario Steel Products Company, Limited, the Gananoque Spring and Axle Company, the Ontario Wheel Company and other industrial as well as a number of financial interests.

He was a veteran of the 1885 Northwest rebellion, having served under the late Co. Cotton. He was never married, being survived by one sister. Mrs. B. W. Heaslip. Main street. and Mr. James P. Byers of Chatham, Ont.

ROYAL WINTER FAIR IN TORONTO

The Royal Winter Fair is being held in Toronto from November 22-29 at the Royal Coliseum, Exhibition Park. This Fair is a national live stock show, a national horse show, a national dairy show, apple show, fox show, and poultry show. Various amusement features are also provided. Reduced railway fares have been granted to patrons of the show.

APPOINT CANADIAN AGENTS

Smith-Stewart Co., London Loan bldg., London, Ont., has been appointed Canadian agents for the entire line of the Lenk Mfg. Co. of Boston, Mass., manufacturers of aluminum solder, alcohol blow torch, automatic torch and soldering outfits.

NARROW ESCAPE FOR OCCUPANTS OF HARDWARE TRUCK

Chatham, Ont.—The delivery truck owned by the Wanless Hardware Company was struck by a freight engine on the C. W. and L. E. crossing on Queen Street, near the Grand Trunk station. In the truck at the time were the driver, John Hill, and two other men. The truck was carried some distance after it was struck and is a total wreck. All of the passengers miraculously escaped.

COMPLETE NEW STORE

St. John, N. B.—For more than forty years, Duval's Hardware Store on Waterloo Street in St. John, has been one of the best known of the smaller hardware stores of New Brunswick. When Mr. Duval retired from business four years ago, the business was purchased by Isaac Gilbert and Sons, proprietors of a second-hand store on Mill Street in St. John. The purchasers have built a two-story brick building on the site of the old two-story wooden building. The new store is a large one, with two large display windows. The Duval name is retained by the Gilberts.

STORE CHANGES IN PURDOM HARDWARE CO.

London, Ont.—For the past 83 years a wall has stood on the east side of the Purdom Hardware Company, Limited, store, 124 Dundas street. It withstood the Chapman fire some years ago and since that time has been left exposed. Now, however, it is being torn down and a new one erected.

This wall is built of brick and is 11 inches thick and 50 feet long. It is being razed owing to the fact that it stands on the Kingsmill property. The new wall will be built on the property occupied by Purdom Hardware.

The removal of this wall and the erection of the new one necessitates numerous changes to the interior of the Purdom store.

In order to more easily handle the work the store is conducting sales of stock which will reduce the amount of goods to be moved while the new wall is being put in place.

Firm of Hardy & Badden to be Sec'y Wholesale Ass'n.

The appointment of the firm of Hardy and Badden, Toronto, as secretary of the Canadian Wholesale Hardware Association is now officially confirmed. Since the death of the late James Hardy, and the consequent re-organization of the firm of James Hardy & Son, the work has been carried on by the present officials, Arthur J. Hardy and Harold J. Badden. Mr. Hardy was a partner with his father in the former organization, having been associated with the business for 22 years. Mr. Badden has been actively connected with the firm for 17 years.



ARTHUR J. HARDY



HAROLD J. BADDEN

MEMBERS OF BRITISH EMPIRE EXHIBITION MISSION VISIT CANADIAN FACTORIES

St. John, N. B.—The visiting members of the British Empire Exhibition Mission, were shown around the city and visited several of the manufacturing plants under the wing of the Board of Trade, and expressed themselves as much pleased with what they saw. At noon they were entertained at luncheon by Premier Foster, at his residence, Coburg Street, the local, provincial and federal representatives and president of the Board of Trade also being invited.

During the morning Col. Belcher inspected the T. S. Simms brush factory and other plants. It is the intention of the Board of Trade to follow up the matter of representation at the Empire Exhibition with the local manufacturers and try to have them send exhibits.

HARDWAREMEN NOMINATED

St. John,, N. B.—The nomination of condidates for the officers and council was before the monthly meeting of the St. John Board of Trade. The nominations resulted as follows, and include prominent hardware men. For president, George E. Barbour; for vice-pesident, L. W. Sims; for council members; F. W. Burditt, W. S. Allison, M. E. Agar, F. S. Crosby, H. W. Fring, J. G. Harrison, C. P. Humphrey, D. W. Ledingham, R. A. Macauley, J. F. Gregory, H. W. Rising, H. C. Schofield, A. C. Skelton, J. E. Sayre, G. L. Warwick, A. H. Wetmore, J. Hunter White, Ralph S. Hayes, A. S. Allan, A. P. Paterson, Alexander Wilson, H. A. Porter, George D. Ellis, W. Vassie, A. N. McLean, E. A. Schofield, R. D. Paterson and F. W. Roach.

HARDWAREMEN IN POLITICS

St. John, N. B.—H. R. McLellan and Senator Thorne have been consistent opponents for many years. When Mr. McLellan was Commissioner of Public Safety in the City Commission of St. John, he made Senator Thorne one of the many targets for his abuse. Soon afterward, McLellan was forced to face a recall election and was defeated by John Thornton, the present incumbent. McLellan was elected mayor of St. John in April and because he broke his pledges he was again forced to face a recall election and again was defeated. He blamed Senator Thorne and T. McAvity and Sons, Ltd., another hardware concern of St. John, for the recall agitation, and abused the members of both the Thorne and McAvity firms immeasurably on the platform and in his campaign for votes. McLellan was soundly beaten by G. Fred Fisher, manufacturers' agent for hardware, etc. To make matters worse the Hardware Clerks Association of St. John were instrumental in starting the recall against him, and R. A. Willett, a member of the association, was chairman of the organization handling the Fisher campaign.

BIG SALE OF SPORT GOODS

St. Stephen, N. B.—McNichol's Hardware Store at St. Stephen, N. B., has been doing remarkably well with a line of athletic goods during the fall months, and are now showing skates effectively. The Christmas trade at this store is getting bigger each year, despite the proximity to the little Maine city of Calais.

NO MORE HUNTING OF BEAVER

The beaver has been granted a complete respite from the depredations of hunters and trappers in New Brunswick until November 1, 1924. There has been a closed season in New Brunswick for the last ten years, although hunters and trappers were allowed to take beaver from certain sections during that period under special permits, where the beaver colonies were large and not in danger of becoming extinct.

MONTREAL INDUSTRIAL HOCKEY LEAGUE

Montreal.—It has been decided to operate the Montreal Industrial Hockey League in two divisions this year. Composing the first division are the following firms: Steel Co. of Canada, Imperial Oil Co., Sherwin-Williams Co., Simmons Ltd., Walter Baker Co., and Goodwin's Ltd. The second division will comprise six clubs to be selected at a later date.

QUEBEC DIVISION C. M. A. EXECUTIVE MEETS

Montreal.—Montreal members of the Canadian Manufacturers' Association journeyed to St. John's, Quebec, by special car to attend a meeting of the executive of the Quebec division. Officers and members were guests of the recently-formed St. John's branch, and, following a luncheon, a number of important matters were discussed, prominent among which were the sales tax in relation to the Bankruptcy Law and the present wide-spread membership campaign for the Provincial C. M. A.

HARDWAREMEN FIGURE IN TRAVELLERS' OFFICERS' ELECTION

Montreal.—Frank Sumner, of Hodgson, Sumner & Co., Ltd., was elected by acclamation president of the Dominion Travellers' Association, to take office at the annual meeting on December 16th.

There will, however, be elections both for the second vice-presidency and for the board of directors.

For the five vacancies on the board of directors there were nominated: W. A. Wood, of Caverhill, Learmont & Co.; Herbert S. C. Holland, Pierre Rolland, Maurice Shea, William Blanchard, J. Copping and Mr. Massiah, of the Sherwin-Williams Co., Ltd.

Maxwell Murdock was re-elected treasurer, and D. Campbell continues as secretary.

Overseas Trade Ass'n Formed in Montreal

MONTREAL.—The Export Club of Montreal and district formally has decided to separate itself from the Canadian Manufacturers' Association under whose auspices it was inaugurated, and operate as "The Overseas Trade Association." A new set of officers has been elected and an enlarged circle of membership will now be sought. This decision was unanimously taken and met with the approval of the C. M. A., with whom the new association will work in close harmony.

A report was presented at the meeting by a special committee setting forth the steps taken to reorganize the Export Club on an independent basis in order that it might extend its membership beyond manufacturers so as to include all persons directly or indirectly connected with the export and import business of Canada. The committee recommended that membership be open to all exporters, importers, manufacturers, transportation, banking and insurance interests, and all other agents essential to export and import trade, under the name of either the "Foreign Commerce Association" or the "Overseas Trade Association," with annual dues of $15, with officers, committees, new headquarters and the usual appurtenances of such a club.

The objects of the new association were set forth as follows:

To develop Canadian overseas trade, particularly as regards exports.

To become acquainted and promote friendly relations between the interests interested in overseas trade so as to work for the benefit of Canada in general.

To assist each other on the various problems which confront the foreign trader, and in this way to profit by each other's experience.

To receive and spread for the benefit of all reliable information. To act as a unit and where necessary in conjunction with other organizations in an effort to improve facilities by carrying on, and, where possible, furthering the high reputation of Canadian trade.

To co-operate with the Department of Trade and Commerce in all matters pertaining to foreign trade.

To be in all export matters intelligent, reliable, progressive, well informed and enthusiastic Canadians.

NEW REPRESENTATIVE OF BRIDGEPORT HDWE. MFG. CORP. IN MARITIMES

The Bridgeport Hdwe. Mfg. Corp. of Bridgeport, Conn., U. S. A. have appointed S. E. Calhoun of Moncton, N. B., as their representative for the Maritime Provinces of Canada for the sale of their line of tools consisting of nail pullers, box openers, crate openers, screw drivers, pliers, valve lifters, tire tools, etc. Mr. Calhoun is well known among the jobbers in the provinces of New Brunswick, Nova Scotia and Prince Edward Island, having called on them in the past in his capacity as manager of the Humphrey Glass, Ltd. Previous to the war he was in the lumber business and during the war served overseas as a Lieutenant with the Canadian Forestry Corps. Mr. Calhoun also represents the Bridgeport Chain Company and the Bridgeport Shear Company, both of Bridgeport, Conn.



S. E. CALHOUN
of Moncton, N. B., appointed Maritime representative of Bridgeport Hardware Mfg. Co.

PROGRESS IN IRON MINING IN ONTARIO

Fort William, Ont.—Hon. Harry Mills, minister of mines for the province of Ontario, announces that the following is the committee selected by him to report on the iron mining possibilities of Ontario:

Prof. H. A. Guess and Prof. Haultain, of Toronto University; Mr. Morrow, general manager of the Hamilton Steel Company; George Cowie, manager of the Soo Steel Works; Lloyd Harris, of Brantford, to represent the commercial interests, and Mr Bell, of Montreal, an expert on tariffs and transportation. This committee will report to the government at the next session of the legislature, probably early in the new year. Meanwhile, a test of 43,000 tons of briquetted ore from the Moose Mountain mine will be made at the Hamilton Steel Works.

NEW ASBESTOS PLANT

The Canadian Johns-Mansville Co. are erecting a new plant at their mining property, Asbestos, Quebec, where, it is stated, a full line of asbestos products will be manufactured. The first shipment from the new plant is expected early in the new year.

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

Sale of the Capital Hardware and Sporting Goods Co., Regina, is reported pending.

Westlock Hardware & Furniture Co., Westlock, Alta., has changed ownership.

Winnipeg.—Hemstreets' Community Paint & Hardware Co., has moved to corner Broadway and Sherbrooke Sts.

C. R. Morton, hardware merchant of Vegreville, Alta., was a caller at the J. H. Ashdown Hardware Company, Winnipeg, this week.

C. H. Clerkson, formerly of Swanson, Sask., and now of Broadview, Sask., has changed his business into a limited company.

Alf Babb, hardware merchant of Portage La Prairie, Manitoba, was a business visitor to Winnipeg and while in the city called at the J. H. Ashdown Hardware Co.

R. G. Consterdine is in charge of the advertising department for Wood-Vallance Limited, Winnipeg. C. H. Drewe of Wood-Vallance Limited, Winnipeg, is in charge of the catalogue department of this firm.

EDMONTON RETAIL CLERKS WIN COURT CASE

Edmonton, Alta.—The resolution of the city council, passed on September 11, which suspends the half holiday charter amendment as created through the municipal law committee of the provincial legislature in 1920, was quashed in the Supreme Court by Mr. Justice Walsh, after the hearing of a chamber application brought forward by A. W. Carmichael, president of the Retail Clerks' Association.

CLOSING BYLAW FINES HEAVIER IN WINNIPEG

Winnipeg, Man.—Winnipeg shopkeepers convicted of infringing on the early closing bylaw will, in future, be dealt with more severely, Magistrate Sir Hugh J. Macdonald said.

Up to the present time offenders have not been fined more than $5 because no official notification had been issued to the effect that the bylaw would be enforced more rigidly, Sir Hugh stated. In future, however, the court will take the attitude that all Winnipeg shopkeepers have had sufficient warning and if convicted will receive no leniency.

Interesting Court Decision Favors Hardware Merchant

A Saskatchewan hardware merchant has written to Hardware and Metal as follows:—

"I have just got through with a very important case which I think would be very interesting to your readers. It was a case of a party giving a chattel mortgage to us. The chattel mortgage was given on his share of the crop grown on a parcel of land which he had rented, his share being two-thirds. The grain was thrashed and the owner of the land put his share in one granary and the tenant put his in another. The writer went to see him on several occasions and he promised to haul the grain to town. Instead of doing so he put it in another bin and mixed it with other grain belonging to a neighbor. I had him arrested. He was found guilty; he made restitution to the extent of giving me an order on his neighbor for 400 bushels of wheat. The neighbor accepted same and he was allowed out on suspended sentence for 12 months. I thought this would be very interesting to your readers as this has been quite a common occurrence and they have been getting away with it, and I understand that this is the first case of its kind that has ever come before the King's Bench. It is certainly going to have a great effect."

MAY ADOPT SLOGAN "BUY CANADIAN COAL"

Edmonton.—"Buy Canadian Coal" may be the slogan used in the cancellation stamp at post offices all over Canada for the next three months, says Howard Stutchbury, provincial trade commissioner, who has just returned from a very enthusiastic meeting of the federated boards of trade of Alberta, held at Calgary, to discuss ways and means of boosting the sale of Canadian coal. Mr. Stuchbury has written the postmaster-general of Canada, asking that such a slogan might be permitted, and if consent is given every letter posted anywhere in Canada will carry the message on its face during the winter months.

Vancouver.—Lt. Col. W. M. Gartshore, president of the McClary Manufacturing Co. was in Vancouver this week, preparing to leave for Japan, where oriental trade relations will be considered.

J. H. ASHDOWN ONLY ONE OF COUNCIL LEFT

James H. Ashdown, head of J. H. Ashdown Hardware Co., is the only member of Winnipeg's first city council still resident in the city. Forty-nine years ago the Winnipeg city charter was obtained from the provincial government, and the first election was held in the same year. The governing body assumed office in 1874, with Francis Evans Cornish, as mayor.

GUIDING PRINCIPLES FOR AD. WRITERS

Benjamin Sherbow, who established himself some years ago as a typographical consultant, has just died. He earned big fees as an adviser to the Curtis Publishing Company, Calkins & Holden, and a number of other big concerns in the advertising field. In all his work he steadily contended that legibility should come before frills in advertising typography. He always held that the typographical stunt invariably attracted attention to itself instead of the message it was trying to convey.

The fact that he was so prosperous in his particular field is evidence that these theories of simplicity should be a guiding principle of ad-writers.

PAINT MAN GOES TO CALIFORNIA

Calgary.—J. D. McDonald, of the McDonald Baker Co., Calgary, is severing his connection with this firm, and for reasons of health is leaving shortly for California. The Calgary Paint Club gave a dinner this week at which Mr. McDonald was guest of honor, and advantage of the occasion was taken to express to the departing member the general esteem he has won for himself throughout the paint trade of the province. In presenting Mr. McDonald, on behalf of the Paint Club, with a handsome travelling bag, Mr. Geo. Christie referred to the long connection their guest had had with the paint trade of the province and the city, and to the general regret that it seemed necessary to leave. Mr. McDonald was for years manager of the Winnipeg Paint and Glass Co., of this city, and three years ago started in the present business with Mr. Baker, who continues the business. Paint Club interests, and other community interests of the right sort, always received a good share of Mr. McDonald's time.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

PRICE increases are again in the majority on the current hardware markets. Higher levels are recorded on handles, including axe, hammer, hatchet and pick handles, peavies and cant hooks, brooms and whisks, hack saw blades, made up stove pipe and zinc sheets. At outlined in last week's issue of Hardware and Metal, advanced prices appear on steel field fencing. Through another revision in discounts, cotter pins are also increased.

Following the higher quotations on asbestos sheathing and magnesia pipe covering, the improvement in this market has produced an upward movement on air cell covering in certain quarters. Revisions are made on Eureka diggers, corn planters, wire stretchers and clothes bars. Certain Thermos products are lowered approximately ten per cent.

Booking prices for 1923 on hammocks show no changes, but owing to raw cotton advances it is stated that an upward movement in the near future is considered likely. The heavy call experienced for game traps has depleted stocks in many quarters, especially in certain numbers. Higher levels on cotton wastes are described as more or less imminent. Revised list and discounts are evident on the Onward make of sliding shoes, but net prices show little variation.

Western centres record higher prices on galvanized range boilers, wrought steel butts, light tee and strap hinges, and easier levels on Corbin ball-bearing padlocks. The arrival of colder weather has brought improved trade in holiday lines.

Raw steel materials such as pig iron continue on an evident decline, but finished and semi-finished steel has remained stable. Sustained activity is noted in bar products, this degree being somewhat in excess of domestic anticipations for this time of the year.

It is pointed out that while the recent mild weather served to restrict sales of certain winter lines to some extent, yet it also assisted in keeping up the movement of builders' hardware, roofings and kindred products used in construction and repair work. With a touch of winter now being generally experienced, renewed interest is apparent in seasonable goods and holiday displays. Gift specialties are receiving marked attention.

Montreal, Que.

MONTREAL, November 23.—Actual price developments are not quite as numerous this week, but the upward tendency is again evident. Quotations on cotter pins show a further revision and are again quoted higher. The firmer tendency in asbestos products has produced increased prices on air cell pipe coverings. In waste materials, scrap zinc and rubber display a firmer tone and slightly increased quotations are evident. Higher cotton waste prices are expected locally, one dealer stating that the announcement of a revision is looked for within the next few days. New quotations appear on field fencing, the increase being recorded as outlined last week. Lead products are still in a firm market position, metals in primary circles displaying a strong tendency. Local sheet distributors are expecting advanced prices on galvanized sheets imported from England, while importers of American sheets look for little if any change, although tin plate prices are described as very firm. There is a quieter tone in iron and steel business. Jobbing houses report somewhat more interest being shown in seasonal holiday lines.

COLDER WEATHER IMPROVES TRADE IN XMAS LINES

Montreal.

The change to colder weather within the past few days is welcomed by local jobbing houses who state that an improvement is already noted in seasonal lines. The period of milder weather during previous weeks did not offer a stimulus for Christmas trade and there was a certain amount of hesitancy on the part of merchants to anticipate their needs for the following weeks. Plated ware and cutlery are now selling in much better volume.

REVISED DISCOUNTS ON COTTER PINS

Montreal.

Following the new list and discounts on cotter pins two weeks ago is the further announcement that discounts are again revised to 10 and 10 per cent. off list issued at that time.

HIGHER COTTON WASTE PRICES NOT UNLIKELY

Montreal.

As pointed out in last week's issue of Hardware and Metal, an advance in quotations on cotton wastes would not be surprising. In discussing the market situation of these products with a local dealer this week it was stated that higher prices were expected later this week or early next week. Although no definite information with regard to the extent of the increase could be given it was intimated that new prices would be about one cent higher than formerly. Other firms stated that there was no definite indication of a change, but undoubtedly the market was in an upward direction.

GOOD SEASONAL TRADE IN BAR PRODUCTS

Montreal.

Smaller warehouse trade in bar iron and steel products is still of fair volume but a slackening in larger lines is now noted. Whether or not this marks the close of the better buying movement this fall is hard to say, but with earlier winter now at hand little further activity is expected by most distributors. Usually a slackening is noticed towards the latter end of November and there is no reason why this year should be any exception. There appears to be a fairly steady tone in the market and some express the opinion that little change will be made for the balance of the year although the recent reduction in domestic pig iron prices was at first considered a factor which might bring about a reverse trend in these products. The fact that local mills were fairly well supplied with imported iron is still thought to be reason enough for no change at

the present time at least. Local quotations remain as follows:

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50 3 65
Spring steel	4 75 8 50
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

SCRAP ZINC DEVELOPS FIRMER TENDENCY

Montreal.

The continued stronger tone of spelter on primary metal markets is now reflected to an extent in the scrap markets, and quotations are now slightly higher. Rubber is also showing a little spurt after a prolonged period of quietness. Prices on this commodity are also advanced one-half cent per pound. There is a slight improvement in the buying movement, somewhat more interest being displayed on the above materials, also in non-ferrous metals. Dealers state that consumers are anxious in many instances to anticipate requirements before the closed winter weather. However this tendency is not noticeable on iron and steel waste, business in these lines being still limited. Following are average dealers' buying prices:

SCRAP—	
Automobile Tires	0 50
Rubber Shoes	0 02½
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04½
Lead, heavy	0 04½
Lead, tea	0 03
Light copper	0 08½ to 0 09
Heavy copper	0 11½
Wrought iron, B. Rd., No. 1 per gr. ton.	10 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 10 00
No. 2 busheling	3 00
Boiler plate	8 00 to 9 00
No 1 machinery cast	20 00 22 00

DEALERS AWAIT FURTHER ADVICES FROM SHEET MILLS

Montreal.

With local stocks of both black and galvanized sheets well filled to take care of requirements during the earlier months, and chances of a slightly easier tone in the market not unlikely because of the quieter demand usual during this period from a production standpoint there seems little indication of a recession. As pointed out in past reports any softening in the local market would in all probability be responsible to distributors themselves. There is still a feeling that lower prices will appear at a little later date, while on the other hand importers of English galvanized sheets have been advised by their principals to withdraw present quotations as the higher price basis of spelter is reflected on these products. No definite information with regard to future price levels has been received, but an increase is thought to be in line.

Distributors of American sheets are also awaiting action of the Corporation in connection with the announcement of prices for the first quarter, and this is expected later this week. Opinions are that black and galvanized sheets will show little or no change, and higher prices on tin plate would not be surprising. Nominal quotations locally are as follows:

BLACK SHEETS—		
10 gauge, base	4 00	4 25
12 gauge	4 10	4 35
14 gauge	4 20	4 45
16 gauge	4 30	4 55
18—20 gauge	4 55	4 80
22—24 gauge	4 60	4 85
26 gauge	4 65	4 90
28 gauge	4 75	5 10
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	6 20	6 70
22 gauge	6 15	6 65
18—20 gauge	5 90	6 40
Other Brands—		
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 00	6 50
26 U. S. gauge	5 75	6 25
24 gauge	5 60	6 70
22 gauge	5 60	6 10
18—20 gauge	5 40	5 90
16 gauge	5 25	5 75

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75
Half bright 60s	4 90

METAL STRENGTH SEEN IN LEAD PRODUCTS

Montreal.

There is still a strengthening tendency in the undertone of the market for lead and zinc products due to the firm market position of metals in primary circles. Lead appears to be holding quite firm at its new high levels, while spelter continues to make gains. Tin is a little easier but the softer tone is not of sufficient importance to affect solder prices. No change is made in quotations on the finished products, and following are average prices:

LEAD AND ZINC PRODUCTS—	
Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

NEW HIGHER PRICES ON STEEL FENCING

Montreal.

As briefly outlined in last week's issue of Hardware and Metal, new advanced quotations were issued on field fencing. Revised list prices and discount are as follows:

FIELD FENCE— Style No.	Spacing of Stays	Price per Rod.
433-0	0 22	0 27
540-0	0 22	0 34
630-0	0 22	0 37
640-0	0 22	0 38½
740-0	0 22	0 44½
740	0 16½	0 48
748-0	0 22	0 46
842-0	0 22	0 50
842	0 16½	0 54
847-0	0 22	0
847	0 16½	0 55½
936	0 16½	0 58½
948	0 16½	0 61½
950-0	0 22	0 56½
950	0 16½	0 61½
1050	0 16½	0 67½
Medium Weights—		
635	0 13	0 35
726	0 13	0 36
726-1	0 06	0 45
742	0 13	0 41
935	0 13	0 45
Poultry Fencing—		
1848	0 08	0 77
2060	0 08	0 85

Less 10 per cent.

PIPE FITTINGS STILL IN GOOD DEMAND

Montreal.

A fair amount of business is still reported in pipe fittings, the continued mild weather allowing construction work which demands supplies. A steady market tone is again reported on these products, and following are prevailing quotations;

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%
MALLEABLE FITTINGS—	
Price list effective June 1st, 1922. Discount 70 per cent.	

ASBESTOS PIPE COVERINGS HAVE REVISED DISCOUNTS

Montreal.

Following the advance in magnesia pipe covering and asbestos sheathing last week is the announcement of higher prices on air cell pipe covering, in two, three and four ply. Discounts in each case are revised and the increase shown is from 20 to 25 per cent. A firm undertone remains in the market for these products. Following are present discounts;

ASBESTOS PRODUCTS—	Off list prices
2 ply pipe covering	57½%
3 ply pipe covering	55%
4 ply pipe covering	50%
85% magnesia	40%
Boiler covering	$1.50 per bag

SEASONAL SLACKENING IN ROPE SALES

Montreal.

Sales of rope and cordage are now limited to the usual volume at this season of the year. With the close of navigation little further activity is expected for the balance of this year. Dealer trade is also quieter, and a revival of this cannot be expected until earlier spring months. No further change has been made in quotations since the revision at the commencement of this month.

FAIRLY GOOD TRADE RECORDED IN WIRE NAILS

Montreal.

Local jobbing houses report a fairly good movement in wire nails notwithstanding the advancing season. The open weather in past weeks has permitted building construction to continue in almost unusual proportions for this late season of the year. Current quotations are unchanged at $3.75 base and a fairly steady market exists, although unsettlement has been noted in other domestic market centres for some weeks past. Manufacturers describe the undertone of the market as steady to firm.

FAIR MOVEMENT CONTINUES IN BOILER TUBES

Montreal.

Current quotations on boiler tubes are unchanged, and a much steadier market is recorded than has been evident during past months. There is a fairly firm undertone in these products, and while the movement at the present time is fair a further improvement in demand is looked for after the first of the month when repair work usually commences, the close of navigation being one of the first factors to stimulate sales. Deliveries from the mills were reported as slower a few weeks ago, but stocks are now fairly in good shape. Following are average local quotations:

BOILER TUBES—

	Seamless	Lapweld
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	21 00	.....
1¾ inch	24 50	24 00
2 inch	21 00	19 75
2¼ inch	24 00	22 25
2½ inch	27 00	23 25
3 inch	33 00	29 50
3½ inch	38 00	34 25
4 inch	49 00	43 50

Prices per 100 ft. f.o.b. Montreal.

NO FURTHER CHANGE IN COMPRESSION GOODS

Montreal.

While there is still a little easier feeling in the local market for compression goods owing to certain firms quoting an extra discount on some lines, no general announcement of revisions is looked for at the present time. Trade is keeping up in fairly satisfactory volume for this season of the year and raw materials display a firm market tone. The opinion was expressed in one quarter that a steady market would prevail until the end of the year. Prevailing discounts are;

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	43%
Bath cocks, compression	41%
Jenkins iron body, gate	25%
Bath cocks, quick opening	41%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	54%
Do., removable discs	54%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	5%

Toronto, Ont.

TORONTO, November 23.—The current budget of market developments again contains a majority of price advances. Higher levels appear on hack saw blades, brooms, whisks, axe handles, hammer, hatchet and pick handles, cotter pins, peavies and cant hooks, zinc sheets and steel field fencing, the latter change being briefly announced in last week's issue of Hardware and Metal. Revised quotations are recorded on a number of hardware specialties made by the Otterville Mfg. Co., affecting wire stretchers, corn planters and clothes bars. The Eureka line of diggers is quoted at new levels. An improvement is evident in the market for asbestos products, with sheathing and magnesia pipe covering registering certain price increases. The reduction in Thermos products is an example of the opposite trend. Local prices on radiator valves are not uniform, certain distributors maintaining the former discount of 58 per cent off, while in other quarters the quotation is 54 per cent.

HIGHER QUOTATIONS ON STEEL FIELD FENCING

Toronto.

As announced in last week's issue of Hardware and Metal, new higher prices are now in effect on steel field fencing. Gates remain unchanged in price. Lists and discounts on fencing are both revised, the current quotations being reproduced on another page in this section.

MALLEABLE PRICE LIST IN UNIFORM EFFECT

Toronto.

Certain jobbing houses who have hitherto maintained prices per pound on malleable fittings are now adopting the unit list quotations. This gives a separate price on each fitting, and is described as rendering it much easier for the merchant to base costs on these products. The prevailing discount is less 70 per cent on classes A, B, and C. While the new piece list on malleable fittings was adopted in some quarters in June, 1922, the present announcement renders it more uniform.

HEAVY CALL DEPLETES STOCKS OF GAME TRAPS

Toronto.

Due to the exceptionally large call for game traps experienced this season, present stocks, particularly on No.'s 1 and 1½, are practically depleted. Manufacturers state they will not be able to ship further supplies until about the second week in December.

HACK SAW BLADES TEN PER CENT. HIGHER

Toronto.

Manufacturers announce that prices on hack saw blades are advanced ten per cent., this change becoming effective from November 21.

REVISED PRICES APPEAR ON "EUREKA" DIGGERS

Toronto.

New prices are announced by the manufacturers on the Eureka line of diggers. These are now priced at $22 per dozen.

BROOMS AND WHISKS PRICES AGAIN HIGHER

Toronto.

Household brooms of various kinds and also whisks have been advanced in price approximately ten per cent. This additional change is effective from November 17.

NEW PRICE LEVELS ON WIRE STRETCHERS

Toronto.

New price levels appear this week on Hercules wire stretchers. These products are now quoted at $4 per dozen.

HANDLE PRICES NOW TEN PER CENT. HIGHER

Toronto.

An advance in handle prices is announced this week. This upward change affects axe handles, hammer, hatchet and pick handles. The approximate extent of the increase is ten per cent.

ZINC SHEET PRICES AGAIN CLIMB UPWARD

Toronto.

Zinc sheet prices also show an advance this week, quotations on No. 9, being advanced to 12 cents per pound. This development reflects the steady climb of spelter in the primary metal markets.

BOOKING PRICES FOR SPRING ON HAMMOCKS

Toronto.

Hammocks are now being booked for 1923, without any change in prices.

It is pointed out that owning to the recent advances in the raw cotton market, manufacturers claim that present prices are somewhat lower than warranted and advances in the near future are considered quite likely.

CORN PLANTERS ALSO AT REVISED QUOTATIONS

Toronto.

The season's quotations on the "King of Field" corn planters are now announced by the manufacturers at $16.20 per dozen.

REVISED QUOTATIONS ON HARDWARE SPECIALTIES

Toronto.

New prices on certain hardware specialities made by the Otterville Manufacturing Co., are now in effect. These include curtain stretchers, ironing boards and clothes bars. The prevailing quotations follow:

Star Curtain Stretchers No. 1, 5 x 10 ft.	27 00
Star Curtain Stretchers No. 2, 6 x 10 ft.	29 00
Reversible Drip Tub Stands, will take 11" Wringer	33 00
Ironing Boards, No. 1	28 50
Sleeve Boards, No. 3	8 00
Skirt Boards, No. 11	15 00
Clothes Bars, No. 1	17 00
Clothes Bars No. 2	21 50
Clothes, Bars, No. 3	17 00

REVISED DISCOUNTS ON COTTER PINS AGAIN

Toronto.

New discounts are announced this week on cotter pins. The revision is 10 and 10 per cent. This applies to the list issued two weeks ago. The former discount is withdrawn.

PEAVIES AND CANT HOOKS ALSO INCREASED

Toronto.

Quotations on peavies and cant hooks have again been advanced. The current increase is in the neighborhood of ten per cent.

TEN PER CENT. REDUCTION ON THERMOS PRODUCTS

Toronto.

Reduced prices are made this week on the thermos line of bottles and lunch kits. Certain numbers are lowered approximately ten per cent.

HIGHER PRICE LEVELS ON ASBESTOS SHEATHING

Toronto.

A general improvement in the market for asbestos products is now recorded together with some higher price levels on asbestos sheathing. Quotations on sheathing having gradually climbed upward until the prevailing figure is $7.75, an approximate advance of $1 per cwt. There is a slightly better movement in these lines generally, which contributes to a seasonable volume of activity, although manufacturers and distributors state that there still remains plenty of room for improvement.

The outlook for the asbestos industry is described as brighter now than it has been during the past two years. Dominion mines are stated to be operating at an average capacity of around 50 per cent., with producers reporting an increasing volume of inquiry. It is also pointed out that while stocks are in fairly good shape, yet the improvement in demand has tested the condition of supplies to some extent, owing to fuel conditions and shipping facilities. Magnesia pipe covering is now quoted at 40 per cent.

ASBESTOS PRODUCTS—

Pipe Covering—	
Air cell, 4 ply	60 per cent. off list.
Air cell, 3 ply	65 per cent. off list.
Air cell, 2 ply	67½% off standard list.
Boiler Covering	$1.50 per bag
Asbestos Sheathing	$6.75 per 100 lbs.
Magnesia pipe covering	less 40%

PRICES NOT UNIFORM ON RADIATOR VALVES

Toronto.

Although an upward change was announced several weeks ago in the quotations on radiator valves, discounts being revised from 58 per cent. to 54 per cent., it is noted that certain manufacturers are still maintaining the previous level of 58 per cent. off. Thus the prevailing price shows this range in the local market, but the opinion is expressed that a uniform basis will be arrived at in the near future. Brass compression goods are described as recording a fair share of activity for this time of the year, the movement being better than former seasons in this month. This is of, course, attributed to the fall construction program and the fact that many buildings are being rushed to completion.

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in	50%
Do., 2½ in to 3 in.	43%
standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	54 to 58%
do., do., removable disc	54 to 58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

CONDITIONS IN SHEETS ON STEADIER BASIS

Toronto.

Conditions are unchanged in the local sheet and tin plate markets. Chief interest at this time centres around what the quotations for the first quarter of 1923 will be. Up to the present, no announcement in this direction has been made by the Steel Corporation either on sheet or tin plate. It is pointed out that the increase in costs during the past six months is a factor of consideration. Both sheet and tin plate mills have been operated on a larger scale in the last two weeks, 75 per cent. of capacity being reached by important producers. Local distributors state that while southern developments are not always immediately reflected in domestic price levels, yet any upward movement in primary markets would undoubtedly serve to materially strengthen prevailing local quotations. In other quarters there is a growing feeling that these prices will remain steady for the first quarter business, at least. However, Welsh tin plate markets record slightly firmer trends.

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—

10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35

BLACK SHEETS—

18 20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

SUSTAINED ACTIVITY IN BAR IRON MARKETS

Toronto.

Local activity in bar iron and steel is described as very good for this time of the year. There is a uniform movement in all departments, which compares well with the volume transacted last month. It is pointed out that warehouses in the month of November last year were in a more or less dull condition. Prices remain unchanged on the local market. Recent reports from southern primary centres record the fact that steel manufacturers thus far have been fairly successful in resisting efforts to weaken prices, but the pressure of buyers is increasing. They are using as a lever in this direction the current weaker tone in pig iron, which has declined as recorded in last week's issue of Hardware and Metal. According to recent indications, pig iron also shows some signs of going still lower.

IRON AND STEEL—

Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

BRISK MOVEMENT STILL EVIDENT IN RADIATORS

Toronto.

Brisk trade in radiators and boilers is still the rule, with the seasonal volume of activity not only being slightly heavier than in recent years at this time, but the period is also described as more spread out owing to late building and construction work. With stocks moving out fairly rapidly, therefore, prices have remained on a firm basis.

No changes are anticipated for the present, at least, although pig iron is now on a receding market. Manufacturers point out that other producing and distributing factors enter into current quotations, such as fuel prices and labor costs. Following are unchanged lists and discounts:

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in. $1.40; 16 in. $1.50; 14 in. $1.55; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 55 per cent. for water and 56 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 47 per cent. for water and 48 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 52 per cent.

BOILERS—

Water:

Round, 60 per cent off list. Square, 20 per cent. off list.

Steam:

Round, 25 per cent. off list; square, 15 per cent. off list.

LATE SEASONAL ACTIVITY IN TROUGH AND PIPE

Toronto.

The late fall building activity combined with favorable weather which has been generally experienced during recent weeks, has contributed towards maintaining a brisk seasonal movement of eavestrough and conductor pipe. Distributors state that current trading is quite satisfactory, and in fact better than anticipated in most quarters for this time of the year. Stocks have been moving out in good shape and prices are therefore continuing for the present on a firm level. A slightly easier trend has been recorded in flat galvanized sheets, but this development is described as not of sufficient extent to affect the finished market products. Current quotations follow:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per 100 ft.
8 inch	15 inch	$28 80
10 inch 17 70	18 inch	36 80
12 inch 21 20		

O. G. Round and Half Round—

8 inch 16 90	15 inch	29 80
10 inch 18 70	18 inch	37 80
12 inch 22 20		

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 10 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cen.

CONDUCTOR ELBOWS—

Plai, round or round corrugated:	
2 inch, list	5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

RAW COTTON TREND MAY AFFECT WASTES

Toronto.

It is considered possible that some higher price levels on cotton wastes will develop in the near future. Quotations on raw cotton have continued to record a series of marked revisions, the average result of which, however, places raw cotton markets on a very firm basis. Practically all semi-finished and manufactured cotton lines have been advanced in reflecting this upward movement in primary centres. Up to the present, cotton wastes have remained on a steady level, but adjustments would not be surprising.

COTTON WASTES—

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

ONLY ROUTINE DEMAND FOR SCRAP MATERIALS

Toronto.

Scrap metals are in routine demand, and prices have not shown much change. There have been numerous inquiries during the week for copper and red brass scrap, and a larger proportion of sales has taken place. There is not, however, sufficient demand to take care of the stocks held by dealers, and in consequence the market is a little easier.

There has been little demand for ferrous scrap, even cast scrap being rather difficult to sell to customers, due to easing in pig iron.

Scrap rubber business has been confined to the same few items as previously. The following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Scrap Iron		
Heavy melting steel (Hamilton)		10 00
Borings and turnings	6 00	7 00
Rerolling rails	12 00	13 00
Scrap pipe	5 00	6 00
No. 1 railroad wrought	10 25	11 25
Steel turnings, (Hamilton)	9 75	10 25
Agricultural malleable	12 00	13 00
Rails (scrap)		10 00
Net tons—		
No. 1 cast		18 00
Stove plate	15 00	16 00
Grate bars	10 00	11 00
Standard car wheels	13 00	14 00
Scrap Metals		
Heavy copper wire	11 00	11 25
Light copper	9 25	9 75
No. 1 composition	9 00	9 50
No. 1 comp. turnings	7 25	7 50
Light brass	3 50	4 00
Heavy yellow brass	5 50	6 00
Heavy Lead	5 25	5 50
Tea Lead	3 25	3 50
Scrap zinc	4 50	4 75
Scrap Rubber		
Boots and shoes	2 00	2 25
Lumbermen's rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

CALL FOR CEMENT RECEDES IN VOLUME

Toronto.

The call for cement is now receding in volume as construction activities for the year near completion. With the approach of colder weather, trade in cement naturally enters upon the quiet period. Quotations remain unchanged, however, ruling prices being as follows:

CEMENT—Carload Lots—	
Per barrel	3 63
Less Carload Lots—	
Per barrel, f.o.b. yard	4 35
Per barrel, delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate of 20 cents for empty bags.

SPELTER AND TIN FEATURE INGOT METALS

Toronto.

The current ingot metal markets continue to feature tin and spelter. Lead also retains its recent strength, but prices are steady. Copper is now described as on the way to improvement, the period of weakness drawing to a close. Tin is experiencing somewhat of a see-saw movement, there having been a natural reaction from the rapid climb.

COPPER.—Evidence in copper now points towards the elimination of the lower prices which have been a disturbing factor in this market for several weeks past. Reports from primary centres indicate that export trade has improved, and consumers are also more interested, with the result that sales have been in moderately heavier volume. The statistical position of this metal thus points towards a firmer market. Local quotations remain around 17¼ cents.

TIN.—The London tin market has declined sharply from the recent high levels, and this metal is somewhat duller in tone. A reaction was more or less looked for, however, owing to the sudden climb. Consuming demand is relatively quieter, although recovery is looked for. The current average price is now 41 cents.

LEAD.—The lead market is as strong as ever, and this metal is described as somewhat scarce, supplies available for December being none too large. The general position is strong, but domestic trading is quiet. Quotations locally are unchanged at $7.50.

SPELTER.—Prices for zinc again show a disposition to fluctuate. It is pointed out that several factors are the cause of this. Buying is fairly good, by galvanizers and brass makers, while export trade has also increased. The statistical position is also receiving attention, the heavier consumption in October having further reduced stocks. There has been a sharp decline abroad, however, while domestic demand is dull. In spite of this, local prices continue in the neighborhood of $9.50.

ANTIMONY.—This market is dull and neglected. It is estimated that consumers' requirements are of a moderate nature and they already have these taken care of. Prevailing local prices continue unchanged at 8 cents.

ALUMINUM.—There has been no change in this metal. In primary centres some buying for the early part of 1923 is recorded, but trading in general is on the quiet side. Quotations locally hover around 21 to 22 cents.

London, Ont.

LONDON, November 23.—Reports of good business continue the feature of local trade. The mild weather, while holding back the sale of some winter lines, is keeping up the sale of builders' hardware, roofings and many other lines used for building and repair work.

Prices continue very firm, with changes not so numerous this week. Collections in this district are reported as good at present.

MADE-UP STOVE PIPE AT HIGHER PRICES

London, Ont.

New prices which are a little higher appear this week on bright made-up stove pipe. Revised quotations on 6 inch are $18.32 per 100 lengths, and for the 7-inch, $19.25 per 100 lengths.

REVISED QUOTATIONS ON ONWARD SLIDING SETS

London, Ont.

List prices issued this fall on Onward sliding shoes are slightly higher than lists previously used. The discount has also been increased, however, thus making very little change in the net prices. Revised quotations follow:

SLIDING SHOES—

4B, 35c. set; 5B 40c.; 6B, 45c.; 8B, 55c.; 10B, 75c.; 5F, 75c. set; 6F, 80c.; 8F, $1.00; 10F, $1.50; 12F, $2.00; 8B, 70c. set.; 10BB, 90c.; 8FF, $1.10; 10FF, $1.5;5 12FF, $2.25. 18H, for pianos, $4.50.

Less 33 1-3 per cent.

SLIGHT REDUCTION IN THERMOS LUNCH KITS

London, Ont.

List prices are now reduced on Thermos lunch kits and bottles. The decline on lunch kit prices is 25 cents each. New list prices and discounts follow:

THERMOS KITS—

No. 396, $3.75 ea., and No. 400, $3.75 each., Less 25/10 per cent.

EXTEND BOOKING DATE ON WHITE LEAD IN OIL

London, Ont.

The decision to extend the booking date on white lead in oil to April 1, 1923, with no change from the present price levels, constitutes one of the premier current market developments.

WHITE LEAD IN OIL—

	Tons Per 100 lbs.	Less Tons
Pure	13 55	13 90
Elephant	14 05	14 40

MANURE FORKS ACTIVE

London, Ont.

There is a fairly good sale recorded for manure, potato, barn and ensilage forks at present. Quotations on these products remain at list less 60 per cent.

FLASHLIGHTS AND BATTERIES AMONG POPULAR LINES

London, Ont.

The fall and winter sale of flashlights and batteries is generally reported up to expectations. Quotations on the Ever-Ready line remain at list less 33-1/3 per cent.

CATTLE CHAINS ALSO IN SEASONAL ACTIVITY

London, Ont.

There has been a seasonal movement recorded in cattle chains. The present prices remain at list less 25 per cent.

SEASONAL INTEREST IN GLASS OVEN WARE

London, Ont.

There is also an active seasonal interest in glass oven ware. The prevailing quotation on the Pyrex line is list less 33-1/3 per cent.

LINSEED OIL PRICE REDUCED FIVE CENTS

London, Ont.

A reduction of five cents per gallon is made this week in linseed oil prices, this change bringing prices to $1.10 for raw and $1.13 for boiled in barrel lots.

PUTTY REQUIREMENTS ALSO IN SEASONAL VOLUME

London, Ont.

There is also an excellent sale recorded for putty. Quotations remain firm at the following levels:

PUTTY—

Standard, 100 lb. drums	4 80
Do., 25 lb. drums	5 05
Pure, 100 lb. drums	6 05
Do., 25 lb. drums	6 30

BUCK SAWS RECEIVE UNUSUAL ATTENTION

London, Ont.

There has been an extra good sale for buck saws this season, chiefly on account of the coal shortage. Present prices are as follows:

BUCK SAWS—

	Doz.
Happy Medium	12 30
Arrow Head, Lance Tooth	16 65
Prince Rupert	16 65
Disstons	16 65

Winnipeg, Man.

WINNIPEG, Nov. 23.—There is little change in business, dealers reporting that the demand is largely for seasonable lines. Fair mild weather is keeping the farmer on the land, but with the approach of cold weather an improvement is expected. Collections do not show much change.

Advances continue on many lines of hardware. Higher prices are recorded on wrought steel butts, light tee hinges, and cotton twine. There has been a decline in quotations on Corbin ball bearing padlocks and also a revision on Yale padlocks. Galvanized range boilers are in good demand and quotations have advanced.

HIGHER PRICES ON WROUGHT STEEL BUTTS

Winnipeg.

There has been an advance in quotations on wrought steel butts. Following are prevailing prices:

WROUGHT STEEL BUTTS—

2½ x 2½	2 06
3 x 3	2 20
3½ x 3	2 50
3½ x 3½	2 80
4 x 4	3 47
4½ x 4½	4 80
5 x 5	7 07

REVISED QUOTATIONS NOTED ON YALE PADLOCKS

Winnipeg.

There has been a revision on several lines of Yale padlocks. New quotations are as follows:

YALE PADLOCKS—

No. 455, $3.80; No. 645C, $6.60; No. 326, $12.30; No. 215, $9.10; No. 805, $17.80; No. 8454, $21.80; No. 813, $18.45; No 833, $2325; No. 853, $28.75; No. 863, $34.20; No 873, $51.85; No 225, $9.10; No. 813½, $20.50; No. 833½, $25.65; No. 853½, $31.00.

DECLINE ON CORBIN BALL BEARING PADLOCKS

Winnipeg.

There has been a slight decline recorded on Corbin ball bearing padlocks. Following are the new quotations now in effect:

CORBIN PADLOCKS—

No. 2879A	19 85
No. 2880A	22 20
No. 2880¼A	28 75
No. 2881A	27 80
No. 2882A	33 00
No. 2883A	39 60
No. 990	21 00

HIGHER QUOTATIONS ON LIGHT TEE HINGES

Winnipeg.

Slight revisions have been made in prices on light tee hinges in cartons and bulk. Current price levels are as follows:

HINGES—(Light Tee in Cartons)—

3 in., $1.45; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.

Heavy Tee—

4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.37; 12 in., $9.45.

Corrugated Tee—

4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in. $7.00; 10 in, $9.60.

WROUGHT STEEL LIGHT STRAP—

3 in., $1.48; 4 in, $1.70; 5 in, $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.

Heavy Strap—

4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in., $8.00; 12 in., $10.50.

Corrugated Strap—

4 in., $2.27; 5 in., $2.95; 6 in, $4.85; 8 in., $5.85; 10 in., $8.55.

COTTON TWINE PRICES RISE TO HIGHER LEVELS

Winnipeg.

In sympathy with the continued strength of the raw cotton markets an advance of two cents has been recorded on cotton twine in balls and cones. New quotations are as follows:

TWINE (Wrapping)—

Cotton, 3 ply cones, per lb.	0 54
Cotton, 3 ply balls, per lb	0 58
Cotton, 4 ply cones, per lb	0 58
Cotton 4 ply balls, per lb.	0 62

TEN CENTS ADVANCE ON TURPENTINE PRICES

Winnipeg.

A further advance of ten cents per gallon is quoted on turpentine by local

dealers. This brings the present price to $2.45 per gallon in barrel lots.

GALVANIZED RANGE BOILERS SHOW UPWARD TENDENCY

Winnipeg.

Dealers report that there is an improved movement in the demand for galvanized range boilers. This condition is attributed to building activities and the undertone of the market is reported as firm. Quotations on the following sizes are as follows:

GALVANIZED RANGE BOILERS—
Size—18 gals., $10.25; 30 gals. $10.50; 35 ga. $12.45; 40 ga., $17.05; 52 ga., $24.60; 66 ga., $35.30; 82 ga., $50.00; 100 ga. $65.00; 120 ga., $76.25.

LINSEED OIL PRICES DROP FIVE CENTS

Winnipeg.

Linseed oil prices have declined five cents per gallon and quotations on raw are $1.20 with boiled at $1.23.

Calgary, Alta.

Seasonable Weather With Increased Retail Business Recorded in Alberta

CALGARY, November 23.—Reports from points throughout the province, other than the larger cities, point to a better condition than has been noticeable for some months. Crop returns already available, or in sight, are now pretty well known, and a general balancing up is in process, while the farmer is in a position to know how much he has to work on to liquidate his debts and provide for winter and spring requirements. The result is a noticeable increase in retail business, especially in cash sales. Buying will continue on the conservative side but even these requirements with the ability to pay for them is providing sufficient business to make marked increases over earlier months.

Seasonable weather and a fall of snow has helped out immediate buying and goods are moving out now that ordinarily should have moved a month ago. Stocks generally in the country points are not heavy and a few days of brisk business has made a marked difference in the sorting business received by jobbers. Retail business in the city has not reacted to the extent noticed in the country points, and outside of the essential seasonable lines the turn over is not up to an average year. The improvement in collections is being maintained, and gives promise of outstandings reaching comfortable levels by the end of the year.

Early winter sporting goods are going out in good volume. Skating and hockey goods generally are given a prominent display place. Hardware stores are making more of a feature than usual of winter motor accessories and good returns are evident.

General paint trade has dropped away in volume but better business than is usual at this time of the year is being done in small sundries for interior work. The nature of retail advertising has had good effect in drawing attention to the many little inside jobs that can be done by the householder, and paint departments have shown up well in a month that is commonly quiet.

A number of retail hardware stores are adding toys to their usual Christmas displays. With most it probably is an experiment, the result of which is very likely to bring the public to the hardware store for their better class toys. Those who went earliest into this line seem to have made a success of it and the movement is extending from the city stores to those at country points.

The few price changes on record this week show moves in both directions on a few staple lines. A further reduction on rope is made effective, making the reduction for the month quite a marked one. Jobbers report active booking on this commodity covering spring needs as the price is considered an attractive one, and probably not justified by market conditions only. Sisal is now 16½ cents; New Zealand, British manilla and African hemp, 17½ cents, pure manilla 20 cents, and lath-yarn 16½ cents, at Calgary, Edmonton and Lethbridge.

Reductions of $1.00 per dozen are also effective on grub hoes, pick mattocks and cutter mattocks, bringing current prices in conformity with recent reductions on clay and rock picks. The change makes the following prices effective at Calgary, Edmonton, and Lethbridge:—grub hoes 8.25; pick mattocks 10.55; cutter mattocks 10.55, per dozen.

An advance on lead goods reflects the stiffening tendency in this line on eastern markets. Prices range about 1.00 per cwt., advance on lead pipe and sheet lead, while pig lead is up 25 cents per 100 pounds. Trading shows a seasonable slackness on this line with jobbers buying only for immediate needs. The following prices are current at Calgary, Edmonton and Lethbridge.

Sheet lead, small lots	14.75
Sheet lead, Roll lots	14.25
Lead waste pipe, small lots	16.50
Lead waste pipe, case lots	16.00
Lead coil pipe, small lots	15.60
Lead coil pipe, coil lots	15.10
Lead wool, small lots	17.75
Lead wool, 100 lb. lots	17.25
Pig lead, small pigs	10.75
Pig lead, large pigs	10.50

Factory advances are reported on solder, but local quotations remain unchanged at present.

Turpentine is again prominent in the week's changes with another advance of 10 cents a gallon. Jobbers report orders coming in for small quantities only at prevailing figures and expect buying to be on a hand to mouth basis until recessions set in. Barrel lots are now quoted at 2.55 per gallon at Calgary, Edmonton and Lethbridge and 2.65 for less than barrels.

Linseed Oil registers a decline of five cents a gallon. With the closing down of outside painting this commodity is showing a seasonable falling away of quantity buying. Stocks are reported low with no tendency to date to book spring requirements. The change makes following prices current at Calgary, Edmonton and Lethbridge: raw 1.26 and boiled 1.29 in barrels, with 10 cents added for lesser quantities.

Sheet zinc has stiffened up in sympathy with recent eastern advances and is now 15 cents a pound at Calgary, Edmonton, and Lethbridge. This is an advance of one cent.

Vancouver, B. C.

Difficulty in Making Collections Still Salient Point in Coast Trade

VANCOUVER, B. C., November 23.—Coast trade this week has been up to the average, retailers expressing satisfaction with the outward movement although they still complain of the difficulty in making their collections. The unusual mild weather for this time of year has kept stove, furnace and heating appliance sales backward but it is believed they are up to the mark.

The toy houses are getting in a good line of stocks for the holiday trade a good proportion of stock coming from Japan who made the most of the opportunity afforded them through the great war. They copied German lines to perfection and are taking a lot of this trade which formerly went to Europe. Some cutlery is also coming along, although in no great quantity.

For the purpose of making room for incoming shipments of Christmas goods, and the installation of a toy department, some of the downtown retailers announce an alteration sale for the disposal of all surplus lines. Everything from stoves to kitchen utensils is included.

Another feature in Vancouver hardware circles was the preparation of special bargains for "Dollar Day." This is a semi-annual event, the other occasion being in May. Inaugurated about ten

years ago it immediately "caught on" and has since been in vogue. Retailers generally throughout the city have made these occasions for the disposal of odd lines. From the standpoint of volume of sales, the day was a decided success, merchants giving special bargains to the value of a dollar, while in higher priced lines, substantial cuts are made in many instances, to take advantage of the advertising.

One of the local distributors has ready for shipment a trial order of electric heaters which will be loaded on the Niagara next week for New Zealand. The company will establish an agency there provided results are satisfactory.

St. John, N. B.

Lumber Industry in New Brunswick Prepares for Busy Winter Season

ST. JOHN, N. B.—The New Brunswick mills are still busy sawing laths on account of the unusually heavy demand in the New York and Boston markets. Nearly every day sees a new concern going into the lath sawing business.

E. W. Mair, mayor of Woodstock, N. B., was in St. John last week, and had encouraging news from that section of the country, so far as the lumber industry is concerned. He stated that the outlook is for a large cut this year, and the preparations being made to send crews into the woods have resulted in the merchants of Woodstock doing a good business. His worship stated that the potato situation showed little improvement, the car shortage still interfering with shipments to the West, but there had been a better demand of late for local needs. S. R. Weston, assistant chief engineer of the New Brunswick Electric Power Commission, has spent two weeks on the Nepisiguit gathering data for further hydro electric development in the province. He has made a careful and detailed survey of The Narrows, about four miles from the hydro plant of the Bathurst Lumber Co., Ltd., at Nepisiguit Falls.

The report of the secretary-treasurer of St. John Exhibition Association shows that the last fair held in St. John was a splendid success, showing an encouraging surplus, practically wiping off the deficit with which the association started last year. A resolution was passed favoring the holding of another exhibition beginning September 1, 1923.

A. J. Tingley, district special agent of the C. N. R., while in St. John last week, stated that the freight traffic to and from St. John will be exceptionally heavy, and that there was big business ahead.

W. H. Thorne & Co., Ltd., hardware merchants, have just carried out one of their semi-annual big advertising schemes. The largest theatre in the city was hired by them for a demonstration of their phonographs, and nearly two thousand citizens attended by special invitation. Messrs. Thorne have a very systematic method of handling these musical recitals, and for several days before the event, they advertise that tickets for admission can be obtained at their store, it always follows that all the tickets are disposed of, and the name of the applicant for a ticket is carefully filed. After the recital, the firm has in its possession a brand new mailing list of interested music lovers, and they are all forwarded letters and various advertising matter. These recitals are always followed by a good sale of records that have been heard during the demonstration.

The sale of winter automobile accessories is gradually increasing as the cold weather approaches, so dealers state, and several dealers are advertising the fact that now is the time to watch the radiator, as the weather may be mild in the evening, but below zero before morning, and the motorist may discover his radiator frozen up. The window trims in St. John during the last week were devoted to the displaying of fire-side furnishings, and stove and heater necessities. The advertising was along the same lines, pipeless furnaces receiving a good deal of attention. It is reported that the sale of pipeless furnaces in St. John has been very heavy this year, and that many householders who formerly used self feeders have now had pipeless furnaces installed.

The paint business has quieted down somewhat, but it is believed that there is a good deal of inside work underway, and that the automobile and carriage painters are expecting to be busy. Winter sporting goods are very much in evidence at the present time, a slight snow storm caused the dealers to make displays of sleds, sleighs, snowshoes, shovels, etc. The snow did not last, however, owing to a heavy rainstorm following.

Toy departments are now in good shape for Christmas business, and some of the stores have engaged extra help to carry them through the Christmas season.

Hamilton, Ont.

Retail Merchants Making Preparations for Active Christmas Hardware Trade

HAMILTON, November 23.—With the approach of the Christmas season, preparations are being made for the prospective annual trade in toys, specialties, and other lines enjoyed by the hardware industry during this period of the year. This season, however, merchants are concentrating more intensely on "gift hardware." All the indications in this direction are generally regarded as promising from the viewpoint of normal business.

In commenting upon fall business, jobbing houses state that the call for lines usually in demand at this season has kept up in satisfactory proportions, and activity is still pronounced. In addition, winter lines are moving up in satisfactory volume.

Hardware merchants are advertising furnaces, stoves, fireside furnishings, coal buckets and ash sifters, and various window displays also feature these and kindred lines. Winter automobile accessories are also coming in for a share of display in anticipation of snow and colder weather generally.

Many of the current business reports indicate that collections cannot be described as in a satisfactory condition. While contributory reasons are given for this state, the principal cause is ascribed to the lack of interest displayed on the part of the farmer in discharging liabilities, which, in many cases, have now been carried over for several months, awaiting the present crop returns. Retailers and wholesalers are both suffering, each in turn. The collection situation is, therefore, a troublesome item. The fact that the fine weather experienced during recent weeks has had a tendency to keep the farmer on the land, engaged in fall plowing and similar activities, is one of the reasons encountered, while another prominent reason submitted by the farmer when expecting continued credit is the fact that existing low prices for crops have resulted in these being withheld from the market by the producer, pending higher levels in the future. Where pressing obligations should be met, however, it would seem reasonable to dispose of sufficient returns in the shape of produce in order that retail merchants and those depending on them should not suffer through the business routine employed by the agricultural interests. Restricted collections mean hampered business operations, not only for the retailer, but also through the jobbing and manufacturing channels, with its consequent reflection upon prosperity in general at a time of the year when it is most desirable to maintain as high a ratio of employment in cities and producing centres, as is possible under the circumstances.

Pittsburgh, U. S. A.

Factors in Steel Markets Still Continue Largely in Favor of Buyers

PITTSBURGH, November 23.—Operation of the steel industry continues at slightly above 75 per cent. of capacity. There are no striking cases of any mill curtailing its output on account of lack of orders, although a month ago it seemed not entirely improbable, on account of the heavy shipments being made, that something of this sort would occur well before the end of the year. Thus the situation from the mill standpoint is perhaps somewhat stronger than might have been expected. Another point is that mills report less irregularity in prices of bars, shapes and plates than a week ago, i.e., the 2c market price is being sustained better.

That it is no foregone conclusion that the steel market has to stay strong, with producers having continuously the upper hand over consumers, is obvious from a survey of conditions and trends. In the long run the alternate innings of buyers and sellers even up rather well and since about April 1, the date when the coal strike began, everything has been in favor of sellers.

The situation as to production and consumption can be put in clear and concise form. In 1921 there was drastic liquidation of material, both stocks of steel in the hands of buyers and stocks of manufacturers of steel, including hardware, tools, agricultural implements, machinery, etc. Production of steel ingots was about 19,000,000 tons against about 41,000,000 tons in 1920. The country must have been practically bare of stocks of all sorts April 1 of this year. From that date to October 1 the production of ingots averaged 34,500,000 tons a year. Consumption could not have been at a greater rate than the production, there being no stocks to draw upon. Since October 1 production of ingots has been at a rate of 40,000 000 tons a year, or 15 per cent. more. If steel is not growing more plentiful it has to be shown that consumption, with winter approaching, is considerably greater than in spring, summer and early autumn, and that is something that does not normally occur.

The Steel Corporation's last report showed 6,902,287 tons of unfilled obligations, equal to nearly six months of production at 75 per cent., though, of course, the orders and contracts are not equally distributed among the different departments. At any rate, the Steel Corporation is really very well sold up. For a long time the independents, as a whole, have not had nearly as heavy order books, partly because their prices have frequently been higher than those of the corporation.

In some quarters it has been expected of late that before the end of the year some of the independents would find themselves with so little business that they would have to choose between curtailing operations and going out to seek additional business by the price-cutting route. The common opinion has been that in such case choice would be made of the latter alternative. At the present time, however, some of the large independent mills that were supposed to have the leanest order books state that they can run for two months at their present rate without booking additional business. Then the question arises whether their customers will continue to take shipments at the present rate. Some of them may ask shipments to be curtailed or discontinued for a time. There have been such experiences in the past, two years ago, for instance.

Building Materials Strong

There continues to be pressure upon pipe mills for better deliveries of butt weld merchant pipe, both black and galvanized. The mills seem to be considerably in arrears.

GIFT HARDWARE NOW HAS RIGHT OF WAY

(Continued from page 37)

our trade in the least. In fact, it helps us, because we consider that if we can draw attention to our store by attractive window displays, half the battle is won. The chances are ten to one that the department store will not have as appealing a display of hardware and sporting goods as we will have and therefore we do not fear the competition."

Moving picture machines usually form part of this firm's stock during the Christmas season. As a rule one machine is displayed in the toy window while others are shown on a special table inside the store. Films are also sold, and the offer to demonstrate is made. A room for this purpose is set aside on the second floor of the establishment, and this is a service that is much appreciated by the buyers.

At night attention is drawn to the windows and the interior of the store by Christmas trees lighted up with electric bulbs, and dressed with other dazzling ornaments. One of these trees is placed right at the front door inside the store where it is bound to catch the eye of all passers-by.

REDUCING COST OF DISTRIBUTION

(Continued from page 45)

economical for merchants in Houston to buy from St. Louis. They got into the habit of dealing with St. Louis. Not long ago a boat line was established between New Orleans and the Texas city, taking advantage of the deep water canal up to Houston, and the boat rates were much lower than the freight rates by rail. We then began to urge our merchants to receive their shipments from our New Orleans factory.

"Paint from New Orleans?" they inquired, and shook their heads doubtfully. The suggestion encountered the resistance of fixed habit.

It took a great deal of pains and perseverance before we managed to point out successfully that the New Orleans plant had exactly the same formulas and made precisely the same product as the other plants. That might not have proved a conclusive argument, had not it been taken into conjunction with the fact that the freight was 5 cents less per gallon on goods ordered from New Orleans.

The Qualities That Are Needed In Selling To-day

Wasteful habits, practices which have no merit except age, will usually continue as long as competition allows them to continue and a profit is shown, but no longer. Right now, many such habits must go by the board. We have established a special department for the purpose of studying freight rates, in order to give each customer the benefit of the lowest shipping charges. That has more than once proved a deciding factor in securing business.

The price of almost everything is still up; hotel rates, meals, railroad fares, Pullman accommodations, bus transportation, and so on. As I have explained, we depend on our salesman to sell faster and more, and we frankly reason out the situation with our customers. Our wish, we explain, is to give the most service at the least cost. All high-cost items have to be paid by somebody. We have to be reimbursed by the merchant, and they in turn have to take the cost out of the pockets of consumers.

In closing, perhaps I cannot do better than to repeat and emphasize what I have already said: to do business profitably to-day requires a return to some familiar qualities, the names of which sound just a trifle old-fashioned. We need salesmen with enough energy to wear out the soles of their shoes travelling for orders, and endowed with enough stamina not to be satisfied with little orders if big ones are in sight.

We need men who understand how to get the value out of a dollar—we must have thrift in the management and the spirit of thrift throughout the organization. We need resourcefulness. We need an abundance of common sense.

In all this there is assuredly no secret, no profound mystery. Plenty of people are making money to-day. We are doing it ourselves. And perhaps all of us will glimpse more clearly the answer to the question: "How can we cut the high cost of selling?" when we quit thinking of ourselves with too severe dignity as "business men," and strive again for the homely merits that characterize "good traders."



SERVICE



CONFIDENCE



FAIR DEALING



The Paint on a Pedestal

The Retailer's Question!

IS THE Manufacturer's responsibility!

"How can I make money in my Paint Department?" asks a Merchant—and the answer usually is "Sell My Products."

Lack of appreciation of the fact that "Products" and "Advertising," although they are very important, are not sufficient in themselves to the maintenance of a successful business, has been and is responsible for much distrust in the relationship between manufacturer and retailer.

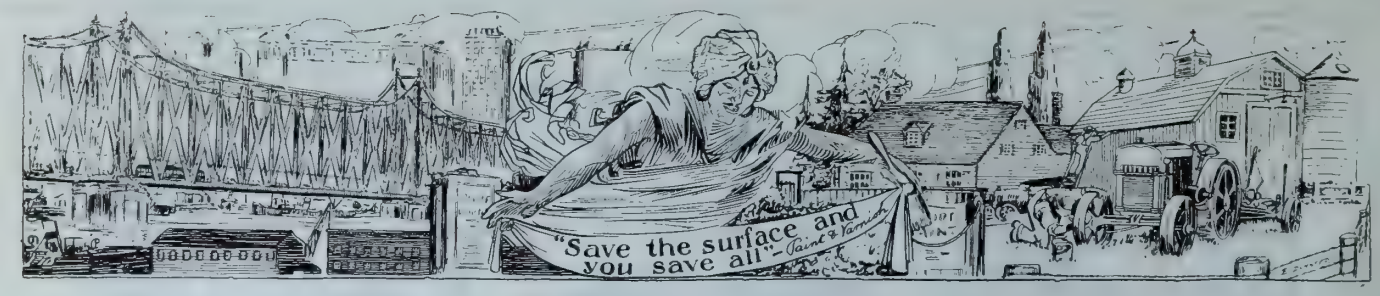
We believe in the principle of Quality, and the virtue of Advertising as faithfully as any other institution—but more important than this, we **know** that there are far greater factors underlying the accomplishment of success than are commonly thought of.

Accordingly, we do not invite you to "Sell our Products," but rather to discuss with us the solution to making your Paint Department pay, if it is not now doing so to your complete satisfaction.

THERE MUST BE A CAUSE FOR EVERY EFFECT

Lowe Brothers PAINTS AND VARNISHES
SAVE THE SURFACE AND YOU SAVE ALL. MADE IN CANADA

If interested, tear out this page and place with letters to be answered



Mapping Out Local Paint Prospects

To Reach Goal of Doubling Paint and Varnish Business by 1926 Steps Must be Taken to Stimulate the Slack Periods—Only 25 Per Cent. of Paint Goes to New Construction—For Every 5 Paint Customers There Are Fifteen Not "Sold" on Value of Paint

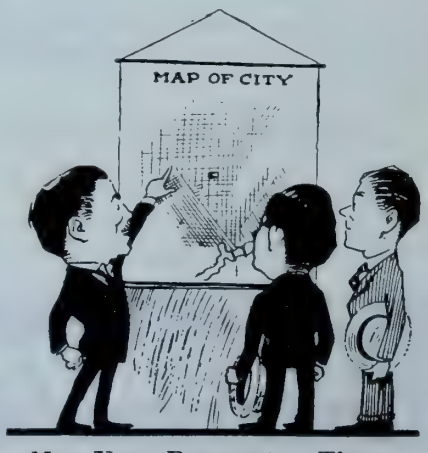
By NELSON M. GROSS

NOT LONG ago I had occasion to inspect replies from a questionnairs sent to over 200 hardware dealers. One of the questions asked was, "What is the ratio of your paint and varnish sales to the rest of your business?" Replies ran all the way from 10 p. c. to 50 per cent and this range would seem to be significant at this time when we are discussing the topic, "How can the Hardware Dealer Sell More Paint and Varnish?"

As such a topic would seem to indicate, we are not merely "handling" paint and varnish but are actually "selling it," and it is inspiring to a paint man to be called on to help in discussing means of increasing these sales.

Before taking up this topic specifically, let us consider for a moment the paint and varnish industry and its direct bearing on and application to the hardware dealer. The paint and varnish industry is only in its infancy. A definite goal has been set to double the industry by 1926 and to achieve this goal, the vast amount of potential orders for paint and varnish must be realized. Last year's paint and varnish sales represent approximately only 25 per cent. of the volume that might be realized were property properly protected. Applied to your own store, it means that for five of your customers there are fifteen others not yet sold on the economic value of paint and varnish. New construction is responsible for only 25 per cent. of the normal consumption of paints and varnish. The remaining 75 per cent. goes for the repainting and revarnishing of surfaces to remove the effects of wear and exposure and prevent deterioration. It is on the endeavor to enlarge the latter field of consumption that our energies should be directed, for it is this broader aspect of the industry that all of us manufacturers, jobbers and dealers must appreciate if we are to realize the goal we have set for ourselves. It is a question of enlarging the size of the pie, rather than fighting for the same piece.

The Save the Surface Campaign has conceived and launched a great advertising and educational campaign that is rapidly breaking down any obstacles that may have existed in the way of greater use of paint and varnish, and is creating in the public mind a realization of the economic features of paint and varnish—for up to quite recently paint and varnish were luxuries—beautifiers—rather than the economic necessities they are now realized to be. The value of this campaign to all of us interested in the manufacture and sale of paints and varnishes, is immense; the slogan itself—"Save the Surface and you Save All"—is from an advertising standpoint alone, one of the most valuable slogans now in use and is the envy of other lines of industry not so well organized. Retailers undoubtedly appreciate the value of the Save the Surface movement, but what they are perhaps more interested in is how it is going to help sell more paint and varnish and how they can best act to sell more paint and varnish. The place to start is with yourselves and with your own store. If you really believe in the greater use of paint and varnish, it is only consistent that the outside and inside of your store should represent what you believe. It is often effective to paint the outside with some distinctive color so that your store stands out and is remembered for its attractive appearance. No less important is the inside of your store, the walls of which should be painted a color that is pleasing to the eye and is inviting to the women customers who often contribute the bulk of your sales.



Map Your Prospects: Then "Study the Map!"

Reduction of Stock

The reduction of your stocks is a point which deserves serious consideration. Most stores that I have been in carry anywhere from two to five lines of varnish stain, for example. This not only means economic waste and too large an investment, but also makes it impossible for you or your clerks to know what is exactly in stock. If I were to advise, I would say, get a good line; carry complete stocks of it and stick to it. It would be impossible to carry everything that customers ask for. What you can do is to carry adequate stocks of the line you decide to push in addition to certain specialities that can be stocked profitably even at the risk of duplication, and then really push it. One of the next things to do is to put your paint and varnish stock up near the front of the store where it can be seen. People take it for granted that you handle nails and hardware, stoves, tools, etc., and they are sold on the necessity for buying many of these articles before they come into the store. In my judgment, there is no line that you handle that has the possibilities that your paint and varnish line has. Give it, therefore, the position of prominence it deserves. I have been in some stores where the paint stock has been kept al-

(Continued on page 52)

THIS WINTER IN YOUR PAINT DEPT.

During the winter months suggest painting to your customers.

There are a "thousand and one" inside jobs of painting and decorating that can be done in the winter, the houses are warm, the surfaces are dry, and there is the long winter evenings to do the work.

Show them how easy it is to make a good painting job with MOORE'S HOUSE PAINT, how easy it flows, how well it covers, and how attractive it looks when the job is finished.

And after you have closed the sale of the MOORE'S HOUSE PAINT be sure he has a good brush, some sandpaper, some shellac, and maybe a scraping knife.

Don't you see that you can get as many sales through your paint department this winter as any other time of the year, paint is not seasonable, it can be used to advantage at any time, get that spring and fall idea out of your paint sales, train your clerks to sell paint at all times.



With Moore's House Paint and Muresco

on your shelves, the rest is up to you.

Get your clerks to read this ad, and use the suggestions in the paint department and watch results.

Write us for our sales helps and dealer proposition, we are ready to help you make Paint Pay a Profit.

"QUALITY FOREVER MOORE"

If interested, tear out this page and place with letters to be answered

MAPPING OUT PROSPECT

(Continued from page 60)

together out of sight and even in the cellar, and the dealers owning the stores have invariably complained of their poor sales. Put paint and varnish at the front, for what other line that you carry represents a potential market four times as large as that at present being exploited? As you travel through the country by train or auto, look closely at the houses you pass and you can more readily appreciate that for every well painted, well kept house, there are three others badly in need of paint and varnish.

Having decided on one line of paint, varnish, enamel, etc., and having a sufficient stock of it on hand, the next important thing to do is to know your line and to give the time necessary to educate your clerks, so that they may be real paint and varnish salesmen instead of "figure heads." In this you can among other things call on the manufacturer and the manufacturer's representative, who are only too glad to furnish all necessary literature and the time required for imparting the knowledge of the line that you and your clerks should have. The manufacturer's representative is generally glad to help with suggestions of a practical nature.

Get out of your store more; become familiar with your neighbors and business acquaintances, so that they know you are in the paint and varnish business and will call on you for their requirements.

Learn to know your town and its needs. I have heard of some dealers who have secured a map of their town and have put pins on the property needing paint and varnish. As fast as this need was supplied, they removed the pin and in this way kept a check on any possible sales.

The telephone can be utilized to good advantage for calling up people you know and even names taken at random in the directory. The average of sales you will make by this means is unusually large.

In order to sell paint and varnish all the year round, conduct a special drive on house paint, floor paint, etc., during the spring and summer months; push flat wall paint, stains, interior finishes, etc., when the cold weather comes around and between these drives, put special effort on certain specialties for which there is special seasonal demand. In this way, the valleys and peaks can be avoided and a steady flow of sales assured. A poor salesman always complains that his territory is unusually hard and presents problems which are not present in other territories. In the same way a poor merchant will always complain that his particular neighborhood presents obstacles to the sale of paint and varnish which other neighborhoods do not possess. You sell good paint and varnish any place, any time, if the will is there and the confidence in the line you are selling.

Preparing Brush Stock for Xmas Trade

Good Care of Brush Stock Produces Big Returns at Christmas—Some Harmful Practices to Avoid in Stocking and Selling Brushes

THERE is no reason why brushes, as articles of distinct utility, should not be given as gifts at the Christmas season. So many are the uses for which special brushes are designed these days that they carry a definite appeal and fill a very pressing need with almost every class of prospect. Making use of brushes for such trade brings out the importance of always keeping the stock in the very best of condition. This is also a live topic just now in hardware stores because of the approach of the very cold weather when less painting is done and when the trade in various brushes runs into a period of less strenuous selling. During that season it is very necessary that the brush stock be given the best of care so as to be in good condition for the next active spell of trade. The Christmas display will sell more brushes if they are in good shape than if they have been taken from a drawer where they have been scraped and jostled around.

It seems a difficult job in some stores to keep the brush stock from becoming shopworn in appearance but the following of a few simple rules will solve this difficulty. The wrong way to treat the brush stock is to unwrap them all when they arrive and dump them into drawers or bins which in many cases have probably not been cleaned out for a long time. If these drawers are dark and warm and dirty they make an ideal breeding place for moths which cause much loss in value to brushes. The larvae of the moths eat the bristles and seriously impair the usefulness of the brush. Sometimes too, brushes handled in this way become dust laden, and when the customer takes one home his first impulse is to wash it out. No new brush should be put into water as the cells of the bristles absorb the water and then when it is dipped into paint for work, trouble starts as the paint is not absorbed and streaky work results.

The merchant who can hand out a nice looking, clean brush to the prospective customer right now, at Christmas time, or any time, will have a much better chance of boosting his brush sales than if he extracts a scratched brush from a drawer and hands it in a cloud of dust to the prospect to get his eyes and nose filled. This is an important factor in Christmas brush trade.

Notes of Convention of National Paint, Oil and Varnish Ass'n. at Atlantic City

DISCUSSION of the two big business promotion campaigns of the paint and varnish industry occupied most of one session of the convention. L. R. Atwood made the following statement;

"1.—The Clean-Up and Paint-Up Campaign and the Save the Surface Campaign have both proved themselves effective in increasing the interest of the public in paint and varnish and are different enough in their nature and appeal to warrant and require separate existence and separate and adequate financial support by the industry.

"2.—Both movements are of so great value to the industry that neither should knowingly allow the impression to exist that it embraces or represents the whole of the promotional activities of the industry.

"3.—Each recognizes that the other must be allowed to organize every arm of the paint and varnish industry, both national and local, for the furtherance of its own particular line of effort, but owing to the peculiar impersonal character of the Clean-Up and Paint-Up movement, we believe that outside the paint trade, the organization of community effort through civic and other bodies should be left entirely to the Clean-Up and Paint-Up Committee."

Organization of the advertising men of the paint and varnish industries was completed at one of the meetings through the formation of what will be known as the Advertising Group of the Paint and Varnish Industry. This linking together of the advertising men of the industry into an organization of their own is the outcome of the conference of advertising managers at Buffalo last June.

The new Save the Surface film, "Brushin' Up" was shown to the convention. This is a moving picture designed to show paint and varnish men how they can help the communities in which they live to become brighter, cleaner, more sanitary and more prosperous places. Unlike most films for industrial use, it carries its message in story form, with the moral vigorously pointed that the way to sell more paint and varnish is to sell harder and that selling more paint and varnish directly benefits the buyers more than it does the sellers.

Boeckh's Brush News

Placing Spring Orders Now

How time flies! Here we are, once again, thinking about spring! And spring isn't so far off either, just over the New Year a piece!

We are entering orders now for spring delivery, at prices recently revised as per supplementary list No. 60, which we mailed to all hardware merchants a short while ago. These prices were figured on a basis of bristles purchased earlier in the season at very low prices. Our values are exceptionally good. Further, due to future market conditions which show a tendency to higher prices on bristles, you will be fully protected in placing your order now.

Our travellers are on the road carrying a full line of samples and a number of new lines — all good sellers. All orders will be filled promptly.

If you have not received our revised Price List drop us a card and it will be mailed promptly.

The* Boeckh Company *Ltd.
Toronto Canada

DISTRIBUTORS:

Montreal
The H. E. Smith Sales Company
130 Craig St., West

Winnipeg
J. B. Buckham
664 Broadway

Vancouver and Victoria
The T. S. Griffiths Co.
1080 Hamilton Street,
Vancouver, B. C.



If interested, tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, November 23.—A firmer tone in the local glass market, with higher prices on plate glass, is a feature of the paint markets this week. Owing to higher levels on window glass being reached in Belgium, and domestic manufacturers increasing their prices on plate, it is felt that the active demand, usual during the following weeks, will hold the glass market generally in a much firmer position than formerly. Up to the present the gain on the overseas market has been offset to a great extent by the low exchange value of the franc, but it is noted that here also a slight improvement in the past few weeks has been made. Local spot quotations on linseed oil are unchanged, but price levels on future are lower owing to the easier tone in flaxseed. Transportation difficulties, and the fact that crushers are still behind in their deliveries, are two factors holding the nearby oil market in its present steady position. With prospects of a better movement of seed from the North West after the rush of grain, an easier oil market is naturally expected in later weeks. The good crop this year has not really been felt locally up until now owing to the difficulty in getting supplies through. Turpentine prices are also unchanged, and although there is a fluctuating market reported from the south, with a slightly easier tendency resulting, this has not been sufficient to materially affect the market locally.

SLIGHT EASING IN LINSEED OIL MARKET

Montreal.

With an easing in the flax market during the past week, linseed oil is displaying a softer tone than has been evident for some time past. Up to the present, however, local quotations are unchanged, but slightly lower levels in the near future would not be surprising. Developments in the seed market so far are said to be not of sufficient importance to change the nearby position of the oil market, but any further slump will naturally mean a recession in oil. Price developments, however, have occurred, futures now being quoted at lower figures following the first of the year. To some there is little indication of any great decline for the remainder of this year, as the transportation question, and the fact that crushers are behind in their deliveries, should be sufficient to maintain a fairly steady market during this time. The good crops, however, will be felt as soon as the rush in traffic is over, and an easier oil market may naturally then be expected. Local prevailing prices are the following:

LINSEED OIL—

	Raw	Boiled
1 to 2 bbl. lots, per gal.....	1 08	1 10
5 to 9 bbl. lots, per gal.	1 03	1 05

Less quantities, add ten cents per gallon.

FIRMER MARKET RECORDED ON WINDOW GLASS

Montreal.

A slightly stronger tendency is now recorded on the local window glass market, due to the usual heavier demand at this season and recent developments on imports from Belgium. New higher levels have been reached there, and while this has been somewhat offset by the low exchange value of the franc, it is felt that the glass market has reached bottom for this season at least. Whether or not currency value will make gains is of course problematical, but it is noted that some progress has been made in the past few weeks. Another factor is the close of navigation which now means higher transportation rates on imports. A cargo of window glass arrived at the close of last week and this marks the last shipment by the water route.

Importers and distributors report a fairly steady sales movement, but it is felt that a good volume of fall business is yet to be had. The continued mild weather has not brought the most active turn and the first appearance of winter weather should result in the usual rush for requirements.

ADVANCED QUOTATIONS ON PLATE GLASS

Montreal.

There is also a firmer tendency in plate glass and domestic manufacturers announce slightly higher quotations. Local distributors have revised prices and are now quoting 50 and 10 per cent., Montreal, and 50 per cent. off list prices to outside territories. Former discount was 60 per cent.

TURPENTINE MARKET NOW FLUCTUATING

Montreal.

Fluctuations are now appearing on the turpentine market in the south, although importers state that the product is still in a fairly firm market position. Towards the close of last week a sudden drop was recorded, but some recovery was made a few days later. What developments may occur within the near future is hard to say. To some a further slump would not be surprising, although it is thought that it would be of temporary duration, and merely due to a slackening in demand. There is the question of light receipts that cannot be overlooked, and while demand may fall off this week, more activity will probably be shown the week following. Local prices are unchanged, distributors stating that the recession in the south has not yet been sufficient to affect the local market. Demand is seasonably quiet at the following quotations:

TURPENTINE—

1 barrel lots	2 15	2 20
2 to 4 barrel lots, per gal.....	2 13	2 18
Broken lots	2 25	2 30

Toronto

TORONTO, November 23.—The easier developments in linseed oil prices, combined with the appearance of a firmer trend in both plate and window glass provide the principal features of the current paint markets. Turpentine is also on a reactionary trend, but no change is made in domestic quotations. The recession in linseed is stated to be primarily due to the quiet conditions at this time of the year, while the appearance of English oil on the market at slightly easier levels, has also had a contributory effect. White lead in oil remains on a very strong price basis, while brisk seasonal movement continues in putty and window glass.

FLUCTUATIONS NOTED IN TURPENTINE MARKETS

Toronto.

Although some easier levels and fluctuations generally have been recorded in southern primary turpentine markets, no change in this respect is made on local centres. The former levels of between $2.25 and $2.30 per gallon are still in effect, distributors stating that while present trade is of a quiet nature, this condition is usual at this season. Shipments from the south are hardly any more plentiful, as offerings continue moderate. As previously pointed out, minor reactions may be looked for from time to time, but the general undertone is considered firm when based upon the fact that 85 per cent. of the season's crop has come to market. In addition, current reports from Savannah indicate that the scrape crop is almost off the

(Continued on page 66)

Beauty—that will not fade



—And Decotint Beauty is So Easily Secured

No intricate measuring or mixing of materials. Deco-tint merely requires the addition of cold water and it's ready for use.

Easy to apply, sanitary and durable, it is the most satisfactory and economical medium for the permanent decoration of all interior walls and ceilings.

It furnishes your customers with the answer to the home beautifying problem. And the range of Decotint colors is so wide—twenty-two delicate tints—that it is an easy matter for every customer to select the right combination for the job he has in view.

Let your customers know you handle DECOTINT. Order your supply now and include a stock of the other Deco-tint Blue Labeled Products listed here.

THE DECO-TINT COMPANY
897 CENTRE STREET · MONTREAL

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

If interested tear out this page and place with letters to be answered.

TORONTO MARKETS

(Continued from page 64)

trees now and this development has contributed to some extent in the slightly heavier receipts and reactionary market. New local prices follow:

TURPENTINE—

1 barrel lots	2 25	2 30
2 to 4 barrel lots	2 24	2 29
5 gallon lots	2 35	2 40

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

LINSEED OIL PRICES REDUCED FIVE CENTS

Toronto.

Linseed oil prices are lowered five cents per gallon this week due to a combination of circumstances. One of the primary reasons is stated to be the current quiet condition of trade which has led to easier levels as an inducement to open up business. Another premier cause is the appearance of English oil on the domestic market at quotations somewhat below the levels recently quoted. Some recession in the tone of the flax seed market has also contributed towards a corresponding movement in oil. The current changes are in line with the general expectancy of recessions at this season of the year, and bring the following prices into effect locally, as well as practically eliminating, for the time being at any rate, the range in prevailing quotations:

LINSEED OIL—	Per gallon Raw	Per Gallon Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

BELGIAN WINDOW GLASS PRICES MOVE UPWARD

Toronto.

Revised discounts are now in effect on imported window glass, thus bringing quotations to a higher level and on a more uniform basis with domestic glass prices. The revised quotations are less 7½ per cent. on less than 25 cases, and on 25 cases or over, less 12½ per cent. This change is generally attributed to the higher cost of Belgian window glass, the discounts having been increased by around twelve points. To some extent this rise was offset by the variations in exchange, the franc having weakened again. There is also reported, however, a shortage in window glass of the imported variety in certain quarters, owing to the seasonably brisk movement that has prevailed during recent weeks.

ORDERING PAINT BRUSHES FOR SPRING DELIVERY

Toronto.

Paint brushes are now being ordered in fair volume for spring delivery, and a good seasonable demand is anticipated. Requirements are being placed in preparation for spring trade in the brush lines, and the lower quotations on these products which came into effect three months ago, are expected to be a factor in future market activity.

RESIN TONE EASIER: DOMESTIC PRICES STEADY

Toronto.

While no changes are recorded on domestic resin prices this week, yet it is noted that the gains recently recorded in primary centres have not been entirely sustained. The easier tone which has developed is generally attributed to the fact that large buyers have lacked a disposition to come into the market, and quotations on most resin grades suffered through the temporary absence of consumer interest. A recovery in this respect is looked for. It is pointed out however, that these fluctuations are not considered of sufficient extent to immediately affect domestic prices, which generally remain unchanged at the following levels:

RESIN—	
G., medium grade	4 00
Water White	5 50

Benjamin Moore & Co. Annual Banquet

Splendid Spirit of Good Fellowship Among Members of Staff Commented on—Much Company Talent Among the Entertainers

A SPLENDID spirit of good fellowship prevailed at the third annual banquet of Benjamin Moore & Co. held in the company's offices at West Toronto, and what with tasty edibles daintily arranged, good music, and witty addresses, everyone thoroughly enjoyed themselves. The banquet was attended by the entire staff of the Toronto branch. Music was provided by an orchestra composed of members of the staff, and was assisted by an entertainer, a quartet and some other company talent. Hearty response was made in the singing of the many songs prepared for the occasion, especially when they dealt with some of the company officers. Some of these songs were as follows:—

THE PRESIDENT.

(Tune: "How Dry I Am.")

Mister "L. P." How do you do?
The Canadian Branch it welcomes you.
Your genial ways and cheery smile
Keep us good natured all the while.

* * * * * * *

OUR GENERAL MANAGER

(Tune: "What's the Matter with Father?"

What's the matter with Frederick Moore?
He's all right.
He's a jolly good Manager from noon till night;
He has a kind heart, and a will to do;
And a spirit that surely will push things through.
What's the matter with Frederick Moore?
He's all right.

* * * * * * *

Bobby Barrington is a wonder,
He's the Dean of the whole sales force;
His selling talk it sounds like THUNDER,
He can work just like a horse.

* * * * * * *

Scotty Smith, the rooting wonder,
The noisiest ball player in the land,
Got leather lungs and a voice like a foghorn,
Makes more row than a big brass band.

* * * * * * *

When pay day comes we look to Wilson,
The Paymaster with a wad of cash,
We only wish he'd come more often,
Before we get to eating "Hash."

* * * * * * *

Harry Lawford just got married,
The happiest time in all his life;
All the other boys are jealous
Since they've seen his charming wife.

* * * * * * *

Fat Jack Bowring is an angel,
But from grace he often fell,
If he wasn't so good natured
He'd tell us all to go to—Hamilton.

Frederick Moore, Treasurer and Managing Director, in expressing the pleasure of the officers of the company in having their staff as guests, referred to the splendid spirit which prevailed throughout the organization and also told of the aim of the company to build up an even better and bigger organization not only in the manufacture of their products but in the upbuilding of men and women and in creating better conditions for all the Moore family. Mr. Moore stated that the year had been a most satisfactory one to the chief officers of the company and he thanked the members of the organization who had co-operated with him to bring about such a satisfactory state of affairs. He paid tribute to the loyalty of the staff and also outlined the opportunities existing for those who wished to make progress in the organization.

Rev. Dr. Scott gave a witty and instructive talk interspersed with some amusing stories. He also gave some splendid advice to young men and women of the company.

L. P. Moore, president, in expressing his pleasure at being present stated there was no branch of the company's organization that seemed more like home to him than Toronto where such a splendid spirit of harmony appeared to exist. He gave an inspiring talk tracing the growth of the company since 1883. He told of the ideals of the organization and the splendid progress which it is making due chiefly to the splendid men and women who comprised its staff. Mr. Moore dwelt at length upon the place of the individual employee of the organization and the part which each played, showing the opportunities which existed for all.

W. C. Belcher, Vice-President, and W. P. Talbot, Director, provided an amusing entertainment feature when Mr. Talbot led some group singing, assisted at the piano by Mr. Belcher.

J. H. Shaffer, Director, also convulsed his audience many times with the witticisms contained in an interesting talk.

ORA ET LABORA

RAMSAY'S AGATE LINE



No stock is complete without this group of Home Protectors and Beautifiers.

The "AGATE LINE" can be used in the home every day of the year, giving entire satisfaction wherever used. Think what that means to YOU.

Write us for full particulars regarding our Agency Proposition.

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors:

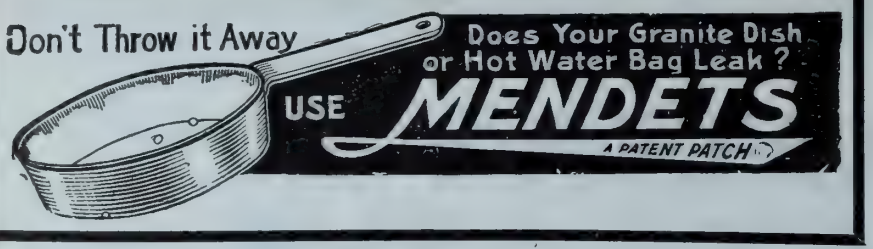
EDMONTON DISTRICT
Revillon Wholesale, Limited,
Edmonton, Alta.

REGINA DISTRICT
Wood, Vallance, Limited,
Regina, Sask.

CALGARY DISTRICT
The McDonald-Baker Co.,
818 8th Ave., Calgary, Alta.

NOVA SCOTIA
James Simmonds, Limited
Halifax, N.S.

If interested tear out this page and place with letters to be answered.



Every Home has leaky utensils; There is always a market for Mendets.

Displayed on your counters these handy little "fixers" sell themselves to the people who come to your store.

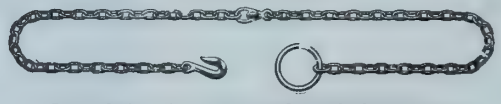
Your Jobber Has Them

Collette Mfg. Company, Collingwood, Ont.

LOG CHAINS and WAGON CHAINS



Log Chain with Grab Hook, Swivel and Slip Hook, No. 120.

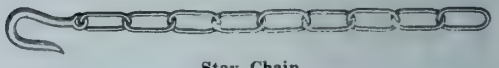


Log Chain with Grab Hook, Swivel and Ring, No. 110.

Our Log Chains are universally considered the best for general utility work. Everybody recommends them because they are dependable and give lasting service. They are made of strong steel chain, with a grab hook at one end, swivel in the center, and a ring or slip hook on the other end. Any size or length can be supplied to meet requirements. Furnished self-colored, polished, or blacked.



Tongue or Pole Chain.



Stay Chain.

These Wagon Chains are made to a standard approved by the leading wagon manufacturers. They include:

STAY CHAINS,
TONGUE OR POLE CHAINS,
STRETCHER CHAINS,
LOCK CHAINS,
ANTI-SPREADER CHAINS,
TAIL-BOARD OR END-GATE CHAINS,
FIFTH CHAINS.

Can be supplied in any length required. Furnished self-colored, polished or blacked.

DOMINION CHAIN COMPANY

Limited

NIAGARA FALLS, ONTARIO

The Everlasting Veneer Toilet Seats



This is the strongest and cleanest toilet seat made. There are no cracks—made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.
These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.
Have you written for our prices?

CANADIAN VENEERING CO., INC.

ACTON VALE, QUE.

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Registered **Floglaze**

"The Finish that Endures"

Lac Shades

(The Can with the Green and Red Label)

Are Big Turnover Producers

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

These shades admirably fill the demand for a high grade Varnish Stain.

For finishing and renewing floors, woodwork, furniture, etc.

The brilliant and enduring qualities of Floglaze Lac Shades remain long fixed in the customers' minds.

Bigger, better business can be built with Floglaze Lac Shades, which means larger and quicker turnover.

Our dealer's booklet, "A Guide to Larger Profits," describes Floglaze Lac Shades fully. Write us for a copy.

Floglaze
M L
FINISHES THAT ENDURE
QUALITY

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manoloba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

If Interested tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNTION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
30/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent on American lists.

American empty shells, plus 15% on American lists.

American Metallic Cartridges (American List).

Rim fire ball cartridges, less 2½ per cent.

Centre fire, blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs., Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only; Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.		11 00	12 00
Hunters axes, doz.		9 50	11 00
Single bits, doz.		13 00	17 50
Double bits, doz.		19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 in.

Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 ea.	0 37½

F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, per lb. $1.60.

Cut lace leather, Anglo-Canadian, per lb., $1.45.

Canvas belting, 65 per cent. off. F.O.B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List

Gilmour auger bits 25%

Do. special 40/5%

Do., car bits 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car bits, net list.

Mephisto, electricians and expansive, plus 10 per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., enamel,	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 45%

Extra heavy, 35 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter 40 per cent.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, No.'s 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%) 30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55%.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Sleigh shoe bolts, all sizes, 25%.

Bolt ends, 35%.

Coach and lag screws, 45%.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00, Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50.

—Tapped, net list.

BORAX

Lump crystal borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel	$3 63

Less car lots—

Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list. f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3 00 per pair.

No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$19 20
T. F., No. 2	20 40

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch	13 20		$15 40
7-16 inch	11 30		13 30
½ inch	10 20		12 40
9-16 inch	10 70		12 90
⅝ inch	10 30		12 55
¾ inch	9 95		12 20
⅞ inch	9 60		11 80
1 inch	9 25		11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.

Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb.

F.O.B. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb.

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00 Toronto, $8.00; London, $8.25.

16 Pounds of Ice Lasts 67 Hours



This is one of the tests which prove the high standard of efficiency of Davidson's "Frost River" Refrigerators. Sixteen pounds of ice obtaining a minimum temperature of 48 degrees in the food chamber, with an outside temperature of 68 degrees.

These are the points that interest your customers when they are buying Refrigerators—economy of ice and efficiency in keeping food in perfect condition. The sturdy construction and beautiful finish of the

Frost River

is apparent and make its durability undoubted.

The white enamelled food chamber and drip cup and the galvanized ice container leave no doubt as to its sanitary features.

The rapidly increasing sales of the "FROST RIVER" Refrigerator are evidence of its success. Write for illustrated booklet to-day.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office - - Montreal

Vancouver Winnipeg Calgary Toronto

DAVIDSON

If interested tear out this page and place with letters to be answered.

DAMPERS—Stove Pipe Doz
7 inch $1 80
Cast, Champion, 5 in. 1 42
6 inch 1 40
Soverign, per doz. net, in bulk: 5" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank 57½%
Ratchet 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
K. F. and Arcade.....60%
J. Barton Smith, Eagle.....55%
P. H. and Imperial 60%
Globe 60%
Nicholson .....35|5%
Black Diamond .....35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per cent.	
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922.
Classes A, B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish..... per doz. 7 90
Do., nickel finish 6 25
General purpose, do. 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ...$4 50
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. 8 75

GRINDSTONE FIXTURES

	Per doz
For 15" Axle	$9 60
For 17" Axle	10 20
For 19" Axle	12 30
Ball Bearing	16 80

HALTERS, ROPE—

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21 .....$10 50
No. 1 ..... 13 50
Nos. 1½ and 61½ 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt.....$20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over $15 00
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs. and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. 8 00
No. 30. 1¼-lb. 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, net prices; hay fork, hoe, rake, shovel and manure fork, 15 per cent. off standard lists. Whiffletrees, double-trees and neckyokes list less 10 per cent.; Wood rakes, list less 10 per cent.; horse pokes, list less 10 per cent.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	13 75	
Do., No. 1	15 30	
Do., No. 2	16 25	
Stearns, 4"	12 40	
Do., 5"	16 60	
Perfect, No. 1	18 75	
New Milo	12 50	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West	30 00	

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, each, net, $7.50
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets
Clark's No. 1 ..... 1 90
Do., No. 3 ..... 2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee Pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50 · 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal
HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes	No. 2 made larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "X-L" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-04	8.75	all sizes.
Special-countersunk	1-4	9 25	all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	$1 95
Potts' nickel plated, per set	2.05
Pott's handles, japd. grs.	21 40
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb. each $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28
Faultless, 4 to 8 ft. only	0 30
Do., 10, 12, and 14 ft.	0 44
	0 49

Single and Fruit Picking

10 ft. to 16 ft.	0 26	0 28
18 ft. to 20 ft.	0 27	0 29

F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases .....$1 05 doz.
3 doz. cases .....$1 10 doz.
1 Doz. cases ..... $1.25 doz.
Cold Blast, genuine ruby 4 25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal,

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS—

	Doz. Net.
Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 80
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Customer Friendship--
Customer Goodwill--
Customer Confidence!

Priceless assets to fan the spark of your own selling efforts into the flame of growing sales and bigger profits!

TRADE ELASTICA MARK.

PRODUCTS

Elastica Products give you the Friendship, Goodwill and Confidence of the paint and varnish buying public.

Because Elastica Products are known for their quality and the completeness of the line enables you to meet every customer's requirements with the right Varnish, Enamel or Stain that is made for the purpose—made to wear and made to satisfy.

Satinette, Lacqueret, Elastica Floor Finish, Kwick-Work Auto Enamels—a full line of easy selling, popular and money-making specialties.

Write for particulars of the complete line. Our agency proposals will interest you.

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

If interested tear out this page and place with letters to be answered.

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c. over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.
Owen Sound or Collingwood $3.75 base.
F. O. B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; **no freight allowance.**
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.
Miscellaneous wire nails, **70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.**

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed, Toronto, Hamilton and London, **Roofing Nails — American, large** head, keg $10.50. Less quantities, $11.50.
Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅞"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls:
Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 20
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire:

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls. F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	**7 15**
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:
See Fittings.

OAKUM— **Per 100 lbs.**

Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS

	Toronto Gallon.
Royalite, gal.	0 21
Gasoline, net, gal	0 29
Above prices net.	
Black oil (summer)	**0.19.0**
Black oil (winter)	**0.20.5**
Capital, cylinder,	**0.69.5**
Mach. oil, reg. grades	**0.39.0**
Imperial gas engine oil	**0.69.0**
Paraffine	0.20.0

List, less 15 per cent.

Polarine, per gal. list	**$ 1 00**
Polarine, medium, list	**1 00**
Polarine, heavy, list	**1 00**
Polarine special heavy	**1 00**
Polarine ex-heavy, list	**1 25**

List, less 25 per cent.

Gargoyle Mobiloil A, E & Artic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle Moboil, BB	1 55

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.11.80
Do., tank wagons, net	0.10.80
Do., tank cars, net	0.09.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	**0 32**
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— **Per 400 ft. roll**

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95

Per 100 lbs.

Monarch sheathing, white	**5 50**
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	**4 50**
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	**0 14**
Barrels of 5 lbs., cotton lb.	**0 16**
In kegs, 125 lbs.	**0 16**
In 50-lb. boxes	**0 18**
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.	
Barrels (200 lbs. per lb.	**0 14**
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	**0 17**

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES **Per case**

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 57. November, 1922.

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 40	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain	List
2 in. in 10-ft. lengths, list,	**$18**	**40**
3 in., in 10-ft. lengths list	**22**	**30**
4 in., in 10-ft. lengths, list	**29**	**60**
5 in., in 10-ft. lengths, list	**40**	**00**
6 in., in 10-ft. lengths, list	**49**	**00**

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ..... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	**$13 25**
Navy pitch, per bbl.	**6 50**
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC. 112s, box	13 00
20x28 IX, 112s, box	**15 00**
20x28 IXX, 56s, box	**9 00**
20 x 28 IXXX 56s box	**9 75**

PLATES, CHARCOAL, TIN

IX, 20x28, 56s	**10 00**
IXX, 20x28, 56s	**12 00**

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets	$11 50

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 70
No. 158, galvanized	**3 95**
No. 50, japanned	3 75
No. 159, galvanized	**4 00**

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	**3 15**	**3 40**
No. 4	**3 75**	**4 10**
		Each
No. 70		**6 00**
No. 80		**8 00**

MXL pumps, Nov. 1st net list.
F.O.B. St. Mary's Montreal, Toronto, Hamilton and London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	**10 75**		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 47½%; iron burrs, 47½%; off list on 200-lb. **kegs.**
Coppered rivets, net extras 2c. lb.
Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.
Rivets, ½ in. and larger $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, **add** 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.	
F. O. B. Toronto.	
Ready, 2 ply, $1.80; 3 ply, $2.15;	
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.	
Panamoid, 1 ply, **$1.45**; 2 **ply,** $1.80; 3 ply, $2.15.	
Tomahawk, 1 ply, **$1.30**; 2 **ply,** $1.55; 3 ply, $1.90.	
Everlastic Multi-Shingles	
4 shingles, in one, per sq.	5 80
Everlastic red or green, mineral surface, sq. 36" wide	2 65
Do., 18 wide	3 10
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	**0 70**
5 gal. cans	**0 80**
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement	**Per lb**
600 lb. drums	**0 08**
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — **⅝ in.** ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.
Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. **$11.15; 600 lbs., $30.00; 1200 lbs.,** $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

Renfrew Household	5 40

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		**55 %**
Coach or lag screws		45%

SCREWS—Iron Bench
No. 12.—1 in. $11.25; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14.—1 in. $12.15; 1¼ in. $15.30; 1¼ in., $17.40.



Another Owl Quality Product



Owl Brand Sheathing Paper

MAKES A BIG HIT WITH THE BUILDING TRADE

Owl Sheathing Paper went with a bang from the start—being an Owl Quality Product it had a good name to begin with. We have yet to learn of one dissatisfied customer and at time of writing orders are doubling on Owl Sheathing Paper so that the factory is being taxed to capacity.

You Know How Good Owl Roofing Is—Well!! Owl Sheathing is Another Winner

Send a trial order in for Owl Sheathing Paper and see how quick your trade will take it up. Owl Sheathing (insulating) Paper is made 32 inch width and 432 sq. ft. to the roll. It is made from an all rag felt thoroughly saturated with asphalt of a high grade quality. Owl Sheathing Paper is vermin proof, is strong, durable and does not deteriorate with age. For use between sheathing and siding, also in lining refrigerators and under floors.

Write now for prices and samples.

W. Walker & Son, Limited

Wholesale Hardware and Iron Merchants

10-16 Alcorn Ave. - Toronto





If interested, tear out this page and place with letters to be answered.

SCREEN CLOTH,per100 sq.ft. $2.65

SCYTHES

Cast Steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS Doz.

00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)

	Per 100 lb. kegs
Bright	4 15
Galvanized	5 15

STOVES, Oil Burning, Cooking

	List each.
Puritan, No. 22, 2 burner	21 50
Do., No. 23, 3 burner	26 00
Do., No. 24, 4 burner	34 00
Perfection No. 32, 2 burner	21 50
Perfection No. 33, 3 burner	26 00
Perfection No. 34, 4 burner	34 00
No. 22G oven for above stoves	8 00

Discount, 30 per cent. off list.

McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters	List.
No. 525, each	$ 8 00
No. 530, each	9 00
No. 630, each	12 00

Discount 30 per cent off list.

Hot Blast ..... Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—

Star No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

SWEEPERS—Carpet (Bissell's)

Amer. Queen, nick, fittings, cyco ball bearings	$ 60 00
Champion, jap. fittings	45 00
Grand, jap. cyco b.b.	68 00
Grand Rapids, nick., cyo b.b.	55 00
Do., jap., cyco, b.b.	50 00
Parlor Queen, Nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard jap. fittings	46 00

F.O.B. Montreal, Toronto, London Hamilton.

Universal, jap., cyco bear	48 00
Do., nick., cyco bear	53 00

SWEEPERS, VACUUM (Bissel's)

	Doz.
Grand Rapids, nickeled	$106 00
Household, japanned	94 00

F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No. Description	Each
263—50 ft. Challenge Stl	4 95
103—50 ft. Reliable Jr., Stl	5 25
243—50 ft. Rival Steel	4 40
553—50 ft. Steel	3 95
1243—50 ft. Rival Jr., Steel	4 06
603—50 ft. Metallic	3 17
604—66 ft. Do.	3 54
403—50 ft. Linen	2 39
	Dozen.
713—50 ft. Ass Skin	6 15
714—66 ft. Ass Skin	7 37
143—3 ft. Steel Pocket	7 27
145—5 ft. Steel Pocket	9 20
175—5 ft. Linen Pocket	6 35
165—5 ft. Cotton Pocket	1 55

F.o.b., Toronto, Montreal, London.

TAR, COAL

Refined, bbl.	$10 50
Crude, bbl.	9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal, net	$7 25
Canadian Beauty, Reversible	4 65
Upright, with rack, net	5 00
Hotpoint Reversible	4 60

Net, in ½ dozen lots.

National stove	6 25
Do., upright	5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.
Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets, for above	2 00
T. F., steel track, 1" x 3", per 100 ft. net	$ 9 38
Do., 1¼" x 3-16	10 00

TROUGH (EAVE)
O. G .Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 80
12 in.	21 20	Less	70%

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1, doz.	$2 45
Giant, No. 1	3 20
Jump, No. 1	3 20
Hawley & Norton, No. 1	4 75
Newhouse, No. 1	7 05

F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t

500 feet	0 11½
550 feet	0 12½
600 feet	0 13½
650 feet	0 14

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)

5 lb. sack, 3-ply	$0 55
Do., 4 ply, lb.	0 57
Cones, 3 ply, lb.	0 51
Do., 4 ply, lb.	0 55

VALVES AND COCKS

Compression work—Standard	45%
Fuller work—Standard	30%
Basin Cocks, Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	41%
Flatway stop and waste cocks Standard	54%
Brass steam cocks, ½" to 2"	50%
Do., 2½" to 3"	43%
Radiator valves—Standard	53%
Do., removable disc	53%
Globe, angle and check valves, standard	25%
Gate or Straightway	16 10%
Jenkins gate valve	16 10%
Jenkins Globe	10 10%
J.M.T.	10 and 10%
J.M.T. C.	16 10%
J.M.T. gate valves	16 10%
Emco Globe and Check, standard	25%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal. Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—

Navy, steel wheel, doz.	$105 00
Garden steel, doz.	78 74
Light Garden, doz.	57 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:

	Base
No. 9 and heavier	$ 0 06
No. 10	0 12
No. 11	0 20
No. 12	0 30
No. 13	0 40
No. 14	0 55
No. 15	0 70
No. 16	

Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:

No. 18	$ 8 75
No. 19	9 25

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E	$100 00
Dom. Bench, No. 541 EB	160 00
Favorite, No. 511E	92 00
Favorite, No. 512	96 00
Royal Canadian	88 00
Favorite, No. 514	133 00
Ottawa, No. 331E	95 00
Challenge, No. 311E	87 00
Warranty	100 00
Bicycle, 11 in.	95 00
Eze	94 00
Rapid	86 00
Eureka	63 00
Blue Belle	100 00
Do., Folding B	160 00
Rival	95 00
Model	85 00
Imperial	94 00
Gem, No. 131E	94 00
Sunlight, No. 111E	86 00

Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools. No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c. dozen net.
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 386

Zinc Spelter

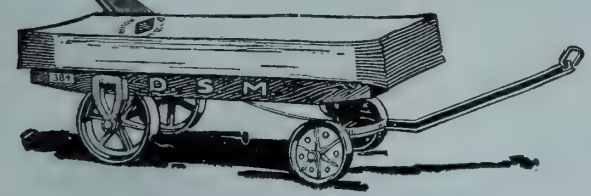
We use for coating "Premier" Galvanized Steel Sheets nothing but **Electrolytic Zinc Spelter** made in British Columbia.

This Spelter is so pure that it **adheres better, coats more uniformly** and hence **gives 100% protection.**

On our purchases of zinc this year the labor in mining and smelting amounts to over $150,000, while the freight paid to Canadian railways will run $28,000.

Isn't that better than spending the money outside of Canada?

TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.





THREE OF A KIND

They're three of a kind, in that all are screw wrenches and all are made by "The Wrench People." But then, again, they're different because they're made to serve different purposes.

"W. & B." Knife Handle and "Railroad Special" Wrenches are quality tools. The latter is fitted with indestructible iron handle—otherwise they're the same. Both are absolutely dependable and are strongly recommended for heavy duty.

"W. & B." Agricultural Wrenches meet the demand for good tools at moderate price.

Screw Wrench Book on request.

J. H. WILLIAMS & CO., LIMITED

"The Wrench People"

30 Thorold Road - St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Do., less quantities 08–10
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Do., less quantities 08–10
Imp. green, 100 lb. kegs 16–19
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Do., barrels 0 05
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1- b.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots ..... 16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal 15 per cent.
Imported, less 7½ per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE.
Montreal and Toronto 50 and 10%

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	12 00	13 45
Champion, pure ...	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lb. half bbls.	8 00	9 10
100 lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co, pure white 4 05
C.P. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors . 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white .. 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 55
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Wiliams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,...	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	...	0 70
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels	...	0 45
Half barrels	...	0 50
5s and 10s	...	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
[illegible] paper cartons, per lb. 0 38
5 lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams . ..	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd. ..	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Crown and Anchor 3 00
Adelite, (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine, Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No., No. 61 ..... 5 34
Jamieson's Copaline 4 10
M-S Marble-Ite Floor 4 32
M-S Wood-Var. 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 13
Scar-Not S.W... ..... 4 76
Lowe Bros., durable floor... 4 30
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg...	0 17
1 gal. packages, per pkg....	1 00
S. W. Aqualite, 100 lbs....	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 100 lbs.)	5 lb. pkgs.	White Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE
Cream, polishing, 18c, White, XXX, 18c.; XX, 16c.; X 15c, XC, 14c.; XXX extra, 16c.; XX, grand, 15c; XLCR, 14c. X, empire, 13c; X press 11½.
Colored—No. 1, 13c.; No. 7, 12c.; No. 1A, 11c.; No. 1B, 1e; Fanc, 13½c.; Lion, 12c.; Standard 10½c. Popular, 9c.; Keen 7½c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal..	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls 2 50

WOOD ALCOHOL. Per gal.
In five gallons 1 50
Methylated Spirits 1 50



Every Little Girl Will Want One of These Aluminum Toy Tea Sets They are Just Like Mother's

No Toy Department is Complete Without This Novel Aluminum Line Made of Pure Aluminum, Indestructible, and Costs No More Than China or Granite



ALUMINUM SPECIALTY CO., Limited
60 John St., Toronto, Canada

About That Spring Booking Order



Reputation lives longer than any other quality in merchandise. That is why when selling CANADA Brushes you have made an investment in reputation—an enduring asset to any business or product.

We are the only makers in Canada of the Solid, Straight Compressed Rubber-set Brushes—The bristles of such brushes will not bush or flare or come out. We guarantee them.

Better get our Dealer Proposition Right Away.



Canada Brush Company Limited

Head Office and Factory: St. John N.B.

Montreal Branch: 17 St. Gabriel St.
Representatives: St. Michel, Ltd.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, ...$11 00
Sort Shot per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$ 7 00
22 short		$10 00	10 70
22 S. Mush		.....	11 50
22 Long		.....	12 15
22 L. Mush.		.....	16 00
22 L. D. do.		.....	18 70
22 L. Rifle		14 00	17 50
25 Short ..$23 50		.....	.....
32 Short .. 23 50		.....	70 00
25/20		.....	70 00
25 Colt Auto		.....	53 00
30 Mauser		.....	91 00
32 S. & W.		.....	42 00
32 S. Colt . 33 50		.....	.....
32 Colt Auto		.....	63 00
32/30		....	70 00
38 S. & W.		.....	54 50
44 G. Getter		.....	66 50
44/40		.....	84 00
455 Target		.....	85 00
250 Sav. H.P.....		.....	160 00
280 Ross		.....	209 00
25/35		.....	125 50
30/30		.....	144 50
303 Savage		.....	144 50
303 British		.....	190 00
32/40		.....	121 50
32 Special		.....	144 50
32 Rem. Rim.....		.....	144 50
33 Win.		.....	190 00
35 Rem. Rim.....		.....	159 50
351 Self Ldg.....		.....	121 50
44/55		.....	152 50
46/70-405 133 00		.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½%.
U. M. C. 42½% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit $12 00		$14 40
Double Bit		17 00
Broad Axes 52 00		57 00

AXES, Bench

Single Bit 10 80		13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON

Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleighsteel, $5.60; spring steel, $9.50; machinery steel $8.00.

BARS, CROW, $9.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10% off list.
Extra, 30%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30 gal., each $10 50

BOLTS

Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

No.'s. 8, 9, 10 per lb.....	0 63

DRILLS

See Eastern List.
Bit stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank .. ..50/10%.
Uric gauge ... .50/10%.

EAVESTROUGH

Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES

Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable

Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs. ... ...$ 3 75
Mounted on steel frames .. 7 75
to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $17 00	
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face—	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $18.70 cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices

Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35; 10 in., $5.27.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45; 14 in., $10.52.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in., $8.00; 12 in., $10.50; 14 in., $11.80.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES

Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP

Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75, 10 ft., $3.90.

LADDERS, EXTENSION

20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 53
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL per gal.

Raw	$1 20
Boiled	1 23

MACHINES—WASHING

	Each
Dowswell ... ...$	9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1 .....$16 00	
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt .. ..$	9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade ..	9 60	10 25	10 00
C—4 blade ..	10 70	11 25	11 75
BB—4 blade .	12 45	13 00	13 45

NAILS—

Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; Cut f.o.b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

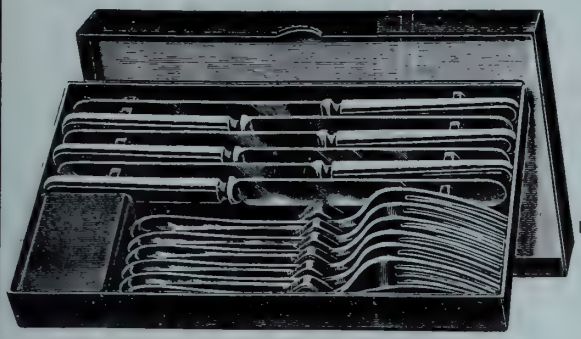
	MRM	Cape-Well	New Peerless
No. 4			7 25
No. 5 .....$5 25		$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

CASE CUTLERY FOR CHRISTMAS TRADE



Stainless Steel Knife and Fork Gift Sets A popular line more seasonable than ever.

No. 358—Stainless Steel Knives and Forks.

An ideal gift of half dozen each stainless knives and forks, table size, in an attractive box.

A stainless steel knife assortment consisting of one-half dozen dessert and one-half dozen table knives, celluloid handles, in neat gift case.



No. 330—Stainless Steel Knife Gift Set.

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED

Winnipeg Calgary Saskatoon Edmonton

CARTER'S

GENUINE

Keep Carter's Always in Stock

Your painter customers know and appreciate Carter's Genuine Dry Red Lead.

Mixed with pure Linseed Oil it is the best protection for steam pipes, metal work, etc.

Carter's is made from the highest grade of Canadian pig lead, highly oxidized and ground very fine.

Write us for prices on this and the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Avenue, Montreal

DRY RED LEAD

If interested, tear out this page and place with letters to be answered

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. .....$ 6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM
U. S. Navy, bale, 50 lbs.....$10 00
Plumbers, bale 50 lbs. 4 25

OILS— Gallon
Kerosene $0.21½
Gasoline 0 33
White Rose Gasoline 0 35½
En-ar-co Motor Oil, medium and heavy 1 10
Do., ext., heavy.. .. .. 1 10
Black (summer) 0 26
Black (winter) 0 27
Imperial kerosene tractor . 1 10
National Steam Cylinder . 0 75
Capital cylinder 0 76½
Imperial gas engine 0 66
Discount 10%.
Polarine, medium 1 10
Polarine, heavy 1 10
Polarine, special 1 10
Gargoyle, Mobile A 1 55½
Gargoyle, Mobile B 1 65½
Gargoyle Mobile BB..... 1 65½
Gargoyle Mobile E and Arctic 1 65½
Fuel oil 0 13¼
Discount 25%.
Wm. Penn Motor, medium.. 1 10
Do., heavy 1 10
French C, medium 0 90
French A, heavy 0 90
Transmission, Star 1 00
Steam Cylinder, No. 650C 0 99
Volunteer, Red gas engine 0 60
Castor, machine 0 46
Melrose Harvester machine 0 65
25% and 10%.
Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)
Stephens' white .. ..$ 4 20
Stephens' colors 3 85
Stephens' floor 3 80
Silkstone, white 3 70
Silkstone, colors 3 60
Stephens', barn 2 20
Stephens', barn, extra color.. 2 40
Ramsay's, white 4 05
Do., colors 3 70
Dultone, white 3 70
Do., colors 3 60
Martin-Senour, white 4 20
Senour's floor 3 80
M. S. Neutone, white 3 70
M. S. Neutone, colors 3 60
M. S. Red Schoolhouse 2 45
M. S. Standard Barn 4 20
Canada Paint White..... 4 20
Do., Colors 3 85
Do., Floor 3 80
Sanitone "C.P." White..... 3 70
Sanitone "C.P." Colors..... 3 60
Homestead Red Barn 2 20

PAPER, BUILDING
Dry Fibre, No. 1 .....$1 30
Sunrise 0 75
Anchor, tarred 1 20
O. K., tarred 1 20
Tarred Felt 5 85

PICKS, CLAY
5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in. 6 15		8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in. 73 66		93 28
4½ in.	87 32	110 17
5 in. 101 84		128 47
6 in.	132 07	166 63

PLASTER PARIS
Per barrel 6 75 7 50

PLATES, CANADA
18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz. ... .$	2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 165 x 2½ ... .$ 2 15
No. 165 x 3 ... ... 3 25

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each.; No. 4, $3.85 each.

PUTTY
100-lb. irons 5 50
25-lb. irons, per cwt..... 5 75
1½ lb. tins 0 16

RIVETS AND BURRS
Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—
Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.
British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.
Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.
Lath yarn, 17½c.
Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER

	B & A Quire	Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS
Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.
Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES— Doz.
Clipper $16 80
Bush 16 80
Cast 15 75

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt. $12.25 per doz.; D.H., Rd. Pt. $12.25; L.H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D. H., Rd. Pt., $15.20; D.H., Sq. Ptd., $15.20; L.H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 5 45
12 gauge 5 50
14 gauge 5 65
16 gauge 5 70
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 50

STANDS Each
Washtub, Reverse Drip $4 15
Range, boiler, 12 in. 1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT
Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL
Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—
20 x 28 IC box $18 00
20 x 28 IX box 22 50
20 x 33 IC box 22 75
20 x 33 IX box 27 50
Terne plates 24 00

TRAPS, GAME—

	Victor	H.&N.	Doz. Jump
No. 0	2 15	4 10	....
No. 1 2	45	4 80	3 25
No. 1½ ...	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—

	Wood	Fibre
No. 0 .....$26	24	$29 55
No. 1 22	28	24 35
No. 2 20	79	21 10
No. 3 16	83	18 00

TURPENTINE
$2.45 per gal.

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones 0 54
Cotton, 3-ply balls 0 58
Cotton, 4-ply cones 0 58
Cotton, 4-ply balls 0 62

VARNISHES—
Stephens' Luminette, gal. ..$ 3 85
Stephens' Exalite, gal. 4 35
Lion Brand Color Varnish, per gal. 4 60

WARES, ETC.—
Scotch grey graniteware.
Colonial, Imperial, Pearl, 30 and 2½% off.
Premier, Canada, Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, lis tplus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms. list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50 per cent.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in. ... ...$	12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.
Sectional 7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 6 in. $11 00
Cast, plain, 10 in. 15 60
12 in. 18 80
14 in. 24 00

WHEELBARROWS Each
U. S. ... ...$ 6 60
General purpose 7 90
Stone 13 70
Navvy, doz. 105 00

WIRE—BARB—
Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

WIRE CIOTH
Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN
Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William.
Brass snare wire, per lb., 50c.

WIRE—ANNEALED
No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT
Agricultural—
6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.
Perfect Handle
6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE
Trimo—45 per cent. off list.
Stillson—50% off list.

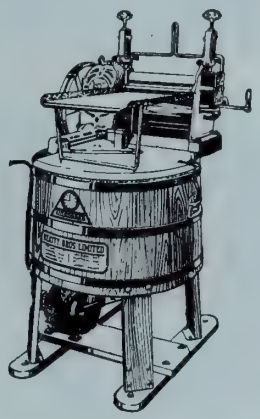
Always Ready	—Dozen— Black, N P
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES Doz
Regent $69 00
New Era 76 50
Universal 49 50

THE WHITE CAP ELECTRIC WASHER

Dealers! Herein lies one of your biggest sales opportunities for Xmas 1922 and for the coming year. Handle the White Cap Agency. It pays.

B&T STANDS FOR BEST



B&T STANDS FOR BEST

The White Cap Washer makes one of the most suitable Xmas gifts. Hundreds of these washers are sold at this time of the year. It possesses certain advantages not to be found on any other washer of its type. The White Cap is the best seller because it is moderately priced and is a strictly high class machine. Its three outstanding features are not to be lost sight of.

The White Cap is Easier to Operate

The White Cap is the easiest to operate because of its mechanism which is the simplest. Only three lever controls! These are conveniently placed on the right hand side of the washer. There is no fly wheel to endanger the safety of the operator. The fly wheel on the White Cap is placed on the left hand side, out of the operator's way.

The White Cap Washes Faster

Women do not lose time washing with the White Cap because it is a labor saver and a time saver. The revolving mechanism inside of tub, swirls gallons of hot water through the clothes 106 times every minute. The 12-inch wringer rolls make 53 revolutions per minute as compared with the average speed of 40 on other washers.

The White Cap Lasts Longer

The construction of the White Cap is unique. All the mechanism is built on a solid one-piece cast iron bed plate which is galvanized. This bed plate rigidly holds the mechanism in perfect alignment. The heart of the machine, which is the motor, is the Canadian General Electric—which is of 1-6 horse power, develops 1-4 horse power in starting. This motor is the best on the market to-day.

Write us for full particulars regarding our White Cap Agency.

THE WHITE CAP WASHER TRADE MARK

BEATTY BROS. LIMITED

HEAD OFFICE, FERGUS

Branches: London, Ont., Montreal, Que., Winnipeg, Man., Vancouver, B.C., Toronto, Ont., St. John, N.B., Edmonton, Alta., London, Eng.

If Interested tear out this page and place with letters to be answered

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Wilkinson & Kompass, Hamilton.
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Can. Foundries and Forgings, Ltd., Brockville.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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Slater Co., Limited, Hamilton, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Stanley Works, The, New Britain, Conn.
Steel Co. of Canada Ltd., The, Hamilton, Ont.

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The Stanley Works, New Britain, Conn.
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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Smith & Hemmenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

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Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain Conn.

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Falls, N. Y
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B. & H. Thompson, Co., Montreal.
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Unpeeled Willow ROOT Baskets

Reinforced Bottoms

These heavily made, strongly built Root Baskets have reinforced bottoms that stand up under all manner of rough usage and abuse.

With utmost confidence you can promise your customers long, faithful service from these superior baskets.



Ready to Ship

At our Toronto, London and Hamilton Warehouses we have adequate stocks of these sturdy Root Baskets ready to ship. In November and December the sales of Root Baskets are at their height. Check over your stock to-day, then phone, write or wire for immediate shipment. Sizes—1 bushel, 1½ bushel, 2 bushel and three bushel.

Apple Pickers' Baskets

Real Hickory

No baskets are so suited in their design, strength and long life to the work of apple sorting than these Real Hickory Baskets of ours.



At London Only

Good Hickory Baskets are scarce this year. We have a stock of ½-bushel sizes only at our London warehouse. Write at once for your supply.

Other Meakins Lines

Send in your order for Willow Clothes Baskets—made in 5 sizes. And for our Cocoa Door Mats. These mats are made in our own factory in South India. They are very tightly woven and are to be had in Medium, Heavy, Extra Heavy and Empire Qualities.

Write for prices

Meakins & Sons Limited

Hamilton, Ontario

Warehouses:

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Goodell-Pratt Co., Greenfield, Mass.

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Walter Woods & Co., Ltd., Hamilton, Ont.

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Taylor-Forbes Co., Guelph, Ont.

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Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
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The Steel Co. of Canada, Ltd., The, Hamilton.
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The Stanley Works, New Britain, Conn.

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The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

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The Standard Meter Co., Limited.

COAL OIL STOVES
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Standard Meter Co., Ltd., Toronto.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Sheet Metal Products Co., of Canada, Limited. Toronto Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H Williams & Co., St. Catharines, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada. Ltd., Toronto

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Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
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Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
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LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
Canadian Laco Lamps, Ltd., Toronto.
The Mikado Co., Toronto, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd. Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
The Sheet Metal Products Co., Ltd., of Canada, Toronto.
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.



Type No. 270

TRADE **CHICAGO** MARK

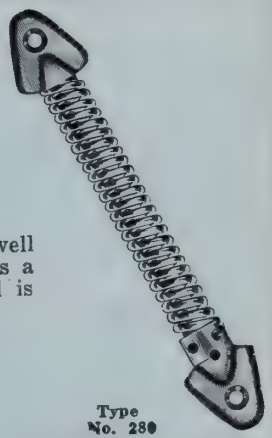
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The No. 53 oil cup is designed for use in a vertical, horizontal or oblique position. Absolutely dust-proof, the cap is fitted with a spring which prevents it from jarring open. Easily operated and cleaned. Made from brass in six sizes. It is also made in a self-closing style, No. 70.

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No. 77

CANADIAN WINKLEY COMPANY, LTD. WINDSOR, ONTARIO

THE BUYERS' GUIDE

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S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
Walter Woods Ltd., Hamilton, Ont.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLE LINE HARDWARE
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers, & Bro., Ashland, Ohio.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont
Canada Wire & Iron Goods Co., Hamilton, Ont

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
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Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros Co., td., Brantford, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEET METAL STAMPING
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products, Co., of Canada, Limited, Toronto, Ont.

THE BUYERS' GUIDE

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.
SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.
SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
SIZE AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SKI
The Northland Ski Mfg. Co., St. Paul, Minn.
SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.
SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.
SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que.
SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.
SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.
SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.
SOCKETS, WIRE ROPE
J. H. Williams & Co. Ltd., St. Catharines, Ont.
SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.
SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill
SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal
SOAP DISHES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.
SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto
SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.
SPORTING GOODS
The Walter Rentley Co., Ltd., Niagara Falls Ont.
The A. J. Reach Co., of Canada, Ltd., Brantford, Ont.
SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont
SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.
SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.
SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.
STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.
STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que
A. Ramsay & Son Co., Ltd., Montreal.
STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.
STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.
STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto
STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
STEEL CLOTH
John W. Gottachalk, Philadelphia, Pa.
STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.
STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.
STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.
STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.
STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York
STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.
STRAPPING, BOX
The Cary Mfg. Co., Brooklyn, N. Y.
STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont
STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont
STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.
The Standard Meter Co., Limited.
STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.
STOVE PIPES
Thos. Davidson Mfg. Co., Ltd., Montreal.
Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
E. T. Wright & Co., Ltd., Hamilton, Ont.
STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
TINSMITHS' MACHINERY
Brown-Bogga Co., Hamilton, Ont.
TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont
TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton On.
TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn
TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn
TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.
TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto
TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont
Matthias Klein & Sons, Chicago, Ill
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.
TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.
TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.
TRAMMEL POINTS
Stanley Works, New Britain, Conn.
TRAPS, RAT
The MacDonald Wire Goods Mfg. Co., Regd.,
TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.
TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.
TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
TURPENTINE
Brown Corp., Montreal.
TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.
VACUUM BOTTLES
Aluminum Specialty Co., Toronto.
Hurtubise, Limited, Montreal.
VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto,
VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jenkins Bros., td., Montreal, Que.
VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.
VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.
WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.
WASHERS:—LOCK,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.
WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
N. Slater Mfg. Co., Ltd., Hamilton, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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WASHING MACHINES, ELECTRIC, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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F. E. Myer & Bro., Ashland, Ohio.

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Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

WIRE, COPPER AND BRASS FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Walter Woods, Ltd., Hamilton, Ont.

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Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
The Gray Ball Bearing Co., Toronto, Ont.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGES
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
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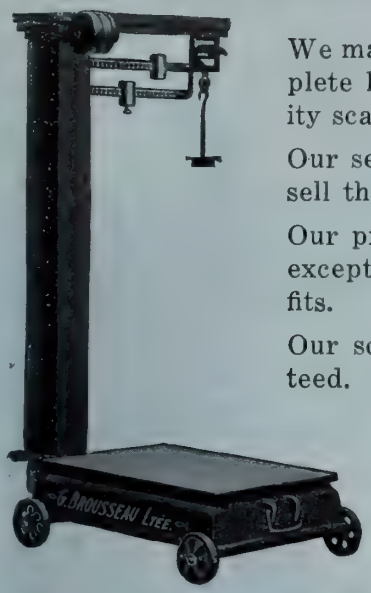


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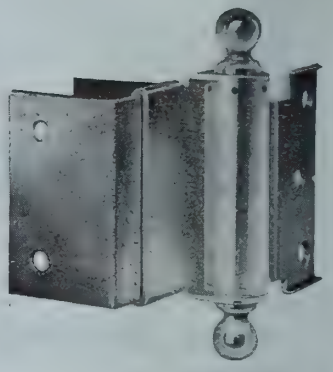
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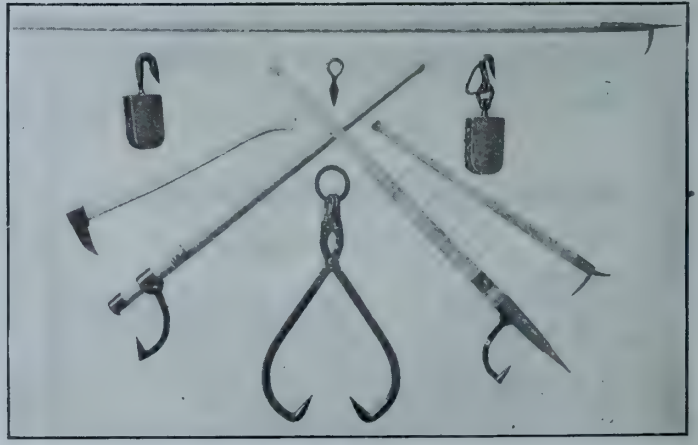
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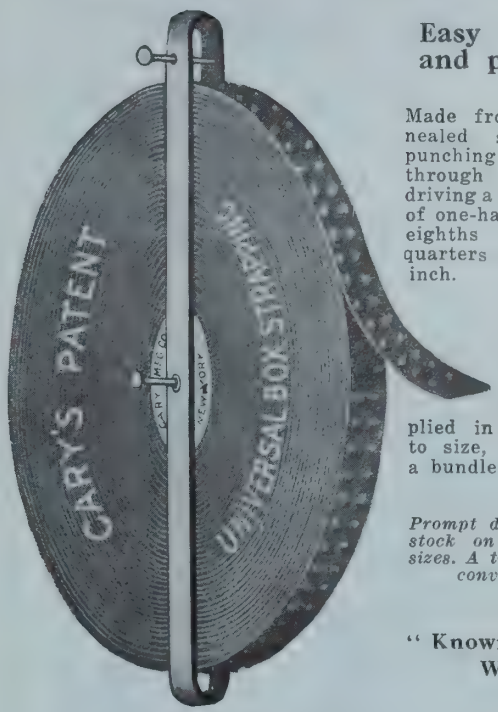
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C. O. CLARK & BRO.
Montreal, Que.

CARY
"Universal" Box Strapping



Easy to stock and profitable

Made from soft annealed steel; no punching of holes through strap before driving a nail. Widths of one-half inch, five-eighths inch, three-quarters inch and one inch.

Put up in reels of 300 feet each; packed 20 reels to case. Also supplied in lengths cut to size, 100 pairs in a bundle.

Prompt delivery. Large stock on hand of all sizes. A trial order will convince you.

"Known the World Over."

CARY MFG. CO.,
Manhattan Bridge Plaza, Brooklyn, New York

A Complete Line
sells better



"In many lines it has been proven that the dealer who makes the best sales record is the one who has **a complete line** of a **varied group of products under one brand name,** rather than the dealer who separates his orders among several manufacturers."

—Printers' Ink.

Experience has no doubt proven to you that the leading line of bathroom fittings and hardware specialties is the **Gendron** line.

TORONTO Gendron CANADA

Make Canada Prosperous by Buying Canadian Products

The Gendron Mfg. Co., Limited
DUCHESS STREET - TORONTO

CAMPBELL'S VICTORY TUBE SKATES



A hand-made skate of the highest quality that will satisfy your customers who want the best.

Campbell's Victory Tube Skates are the result of years of experience in skate making, only the highest grade material being used. Every pair fully guaranteed.

Reasonable in price. Quick sales. Liberal profit for jobber and dealer.

Hockey, racing and pleasure models.

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HARLEY-DAVIDSON CYCLE CO.
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Don't waste your valuable time and experience on what others can do for you. Devote all your time to selling or to making sales plans. Attract customers with a few novelties and increase your turnover.

Use Long Distance to Order and Re-order Goods

It's like calling down a speaking tube to the jobber's or manufacturer's warehouse—saves time—and time **is** money.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

Tell Us Your Turpentine Needs

LA TUQUE BRAND

Our distilled pure wood Turpentine is uniformly pure and manufactured from Canadian woods.

It is a true turpentine that is equal in quality to any other offered—an unexcelled thinner for paste, fillers, colors, stains, paints, varnishes, etc.

Price $1.00 per gal.

f.o.b. Quebec, and put up in steel drums of 46 imp. gals.

We are glad to answer inquiries.

BROWN CORPORATION

Quebec, P. Q.

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)

Diamond King (glass) **Western King (enamel)**
Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket - - Ontario

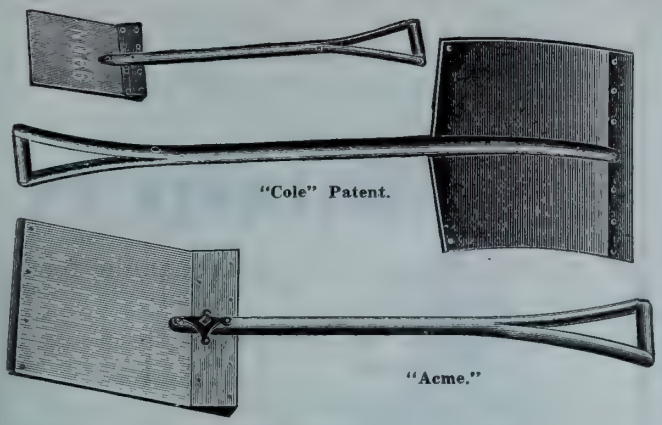
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PRECISION SPRINGS





We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004" to .500".



Superior Snow Shovels

Our "Cole" Patent shovel has a broad curved basswood blade, with sides reinforced with iron plate, steel tips, and wood or iron D grips. For shovelling off sidewalks and light snow they give particularly good satisfaction.

Our "Acme" shovel has lightness and strength so combined as to make it most serviceable for all uses. Basswood blade, steel tips, wood D handle and varnished. It cannot be beaten for stable use, shovelling snow, etc.

No. 66 is our kiddies' shovel.

Rugg Ball Mfg. Co. Ltd.,
Ayer's Cliff, Que.





Rats!

Sell this Sturdy Trap

The offspring from a pair of rats, if unmolested, will number in five years over 6,000,000—U.S. Public Health Service.

Rats are a menace to health and property. They carry bubonic plague and typhoid and other germs. Damage to food stuffs and property runs into millions each year.

Macdonald Rat Traps catch rats and holds them. It is the most effective trap your customers can buy.

Macdonald Wire Goods Co., *Reg'd.*
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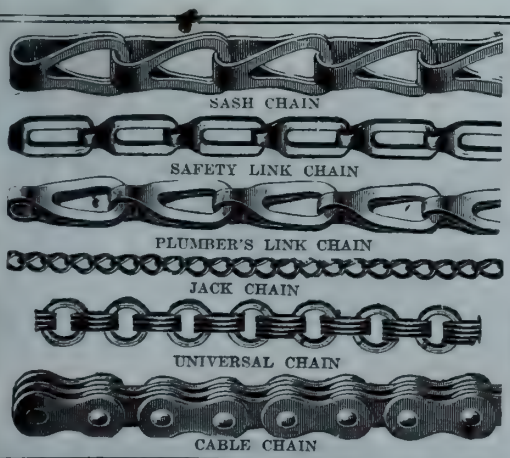


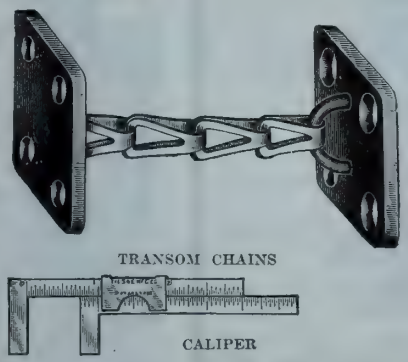
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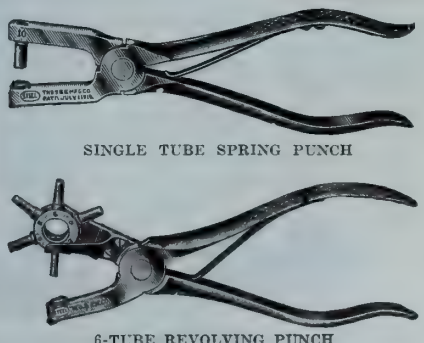
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Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.
Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

Dominion Snath Co., Limited
Waterville, Quebec







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"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

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NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
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Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

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Ontario Representatives: **Grant Chater, 926 Traders Bank Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

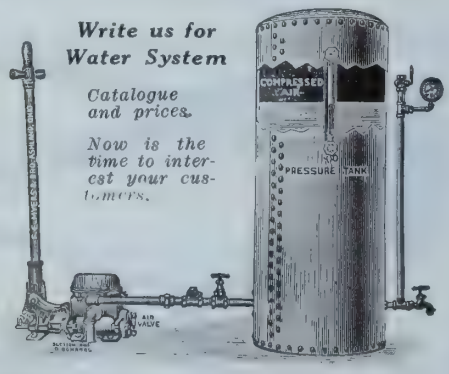
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SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep. The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System Catalogue and prices.

Now is the time to interest your customers.



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TWEED, ONT., CANADA



Users of these "Quality" Reamers and Cold Chisels are loud in praise of their exceptional quality.

To the hardware dealers this superiority means quicker turnover, greater profit, and satisfied customers.

Your Jobber can supply you.



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Selling Representatives

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WESTERN PROVINCES—S. H. Whyte Mfg. Co., Ltd., Winnipeg.
MARITIME PROVINCES—Richardson & Bureau, Montreal.

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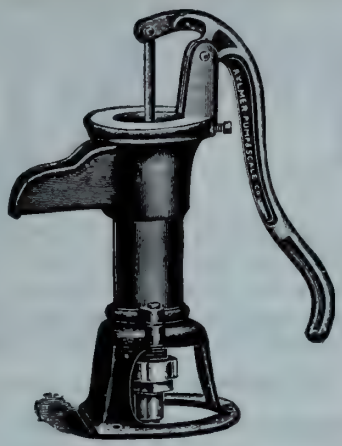
For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

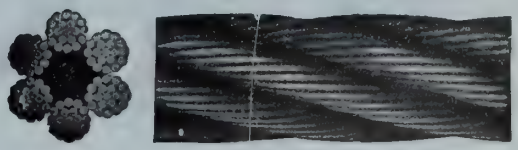
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Immediate Delivery



AYLMER PUMP & SCALE CO.
AYLMER, ONTARIO

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

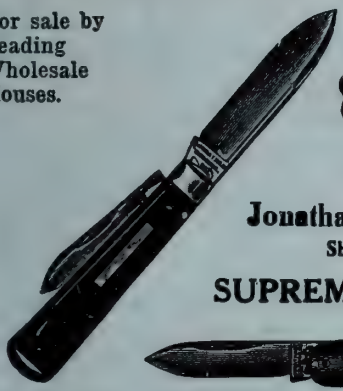
The demand is steady. Are you getting your share of this business? We co-operate with you.

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We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY





No. 1 Fire Pot
List Price Each $27.20.
Ask for Discount.

PLENTY OF PEP

Much time and money is saved in using the No. 1 Improved Double Blunt Needle Fire Pot. It burns the modern fuel perfectly, either gasoline or kerosene, producing 300 degrees more heat than other makes. A pot of metal and a pair of heavy coppers can be quickly heated. Gas orifice cannot be injured by forcing the Needle. It is cleared by using upper Needle, lower regulates the flame. Top Section is removable. The ideal Fire Pot for either indoor or outside work. Jobbers supply at factory prices. Catalog upon request.

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MICH., U.S.A.



KESTER

Acid Core WIRE SOLDER

REQUIRES ONLY HEAT

Sample for Test Upon Request

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4201 Wrightwood Ave., CHICAGO, ILL.

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FAUCETTE-HUSTON COMPANY, CHATTANOOGA, TENN.
LOUIS J. ZIESEL COMPANY, 216 MARKET ST., SAN FRANCISCO, CAL.

Maple Leaf Stitched Cotton Belting

Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

WILKINSON—KOMPASS

OF HAMILTON LIMITED

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

STOVE AND FURNACE REPAIRS — COAL and wood linings to fit nearly all makes of stoves; write for complete list and prices. Grundy Bros., Strathroy, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. Inside dimensions and prices are as follows: 15" deep, 2 ft. 5" wide, 3 ft. 11½" high, fitted with built-in compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal, Toronto.

HARDWARE STOCK FOR SALE IN RENTED building. About $5,000 stock. Good farming community and tourists' trade. Farm machine agency with business. Apply to J. J. Carter, Desbarats, Ont.

PLUMBING, TINSMITH AND ELECTRICAL business with stock of stoves, tinware, etc., in good Ontario town. Stock about $4,000; good turnover. Box 910, Hardware & Metal, Toronto.

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PURCHASING AGENT AND OFFICE EXECUtive. Extensive experience in highest grade automobile and general manufacturing lines. Industrious, reliable. Desires change. Box 918, Hardware and Metal, Toronto.

HARDWARE MAN, AND TINSMITH—WITH ten years' practical experience and first-class references. Age thirty, married, seeks steady position. Please state particulars to A. C. DIXON, Harding, Man.

HARDWARE CLERK — RETAIL HARDWARE man desires steady position in good town close to Toronto. Fifteen years' experience. References. Box 901, Hardware and Metal, Toronto.

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NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St Montreal. Telephone Main 8144.

BUSINESS FIRM WITH GOOD CONNECTION desires specialties for Hardware trade. If you have anything attractive to offer, write Box 895, Hardware & Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

WANTED

WANTED—A RELIABLE, AGGRESSIVE young man to act as salesman for a large paint manufacturer. Reply, giving full particulars as to experience, age, etc. Box 902, Hardware and Metal, Toronto.

WANTED—REPRESENTATIVE FOR WELLknown Sheffield manufacturer of high-grade cutlery, calling on Hardware importers and wholesale trade from Winnipeg West; must cover western Canada at least twice a year and carry full range of samples. Liberal commission basis; apply giving references and full particulars of present connections. Box 910, Hardware and Metal, Montreal.

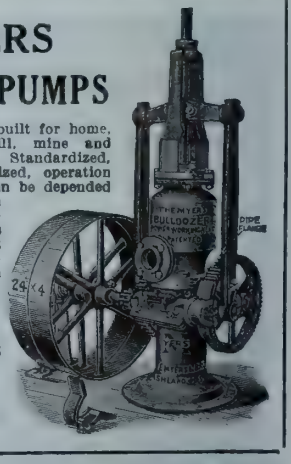
WANTED FOR GOOD TOWN STORES, TWO clerks with three to five years' experience; must be good stock keepers. Opportunity for advancement to managers if prove competent. State experience and salary required and name references as to ability and character. Box 914, Hardware & Metal, Toronto.

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Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F. E. Myers & Bro.
ASHLAND, OHIO





THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Black and Galvanized Stove Pipe Elbows and Canada Plates.

We have a large stock of the above on hand and can make delivery at once in all sizes, angles and grades.
250 SQUARES OF GREEN SLATE SURFACED 4 in 1 SHINGLES to clear at once special $5.50 per square.
Large stock of galvanized sheets, black sheets, zinc, copper, bolts, rivets, stove pipe wire, dampers, registers, roofing, local vent fittings, expansion tanks, etc.

Order Department, Main 784 and 785.

WHEELER & BAIN LTD. TORONTO, ONT.

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW-POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Machauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver.



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by
T. I. THOMSON LTD., Owen Sound, Ont.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario:
WHITES LIMITED, Collingwood

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.





OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
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Corporate Trade Mark Granted 1772

Rawson Brothers

SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO., Ltd.
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No. 9963

Stocks of Canadian Patterns Always on Hand.



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On Merit Alone

The Burrowes Mfg. Co.
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Toronto, Ont.

WOOD VINEGAR MEASURES and PUMPS

WALTER WOODS, LIMITED

HAMILTON-WINNIPEG

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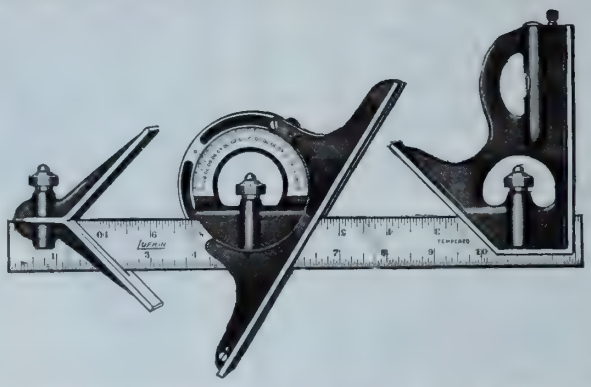
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LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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FLAWLESS WORKMANSHIP

RUBBERSET Shaving Brushes are the product of years of research and experience. "They are as near perfection as possible." Extremely handsome in appearance—the finest material the world's markets afford—flawless in workmanship—made by our original process of setting bristles in pure hard rubber from which the bristles **cannot** work loose. Rubberset Brushes are the standard of the world. In consequence Rubberset Brushes are the easiest and most profitable brushes for you to sell.

RUBBERSET
TRADE MARK

The Rubberset Company Limited

Factories: TORONTO and GRAVENHURST, ONT.

Bankrupt by Ounces!



Giving 17 Ounces to the Pound—BANKRUPTCY!

Too many hardware stores lose money every day by giving away goods—via the old fashioned scale route—that way lies bankruptcy.

The last ounce or half ounce of material you give away every time the scale goes down with a bang doesn't get you anything from your customer—not even gratitude!

Ensure the square deal and prosperity, by using the International Dayton Scale—

It has been developed especially for Hardware Dealers and is far and away the most popular scale ever introduced to them. It shows you at a glance the exact weight to the fraction of an ounce, and the exact price to the cent, at any amount per pound. All price calculations are worked out for you on the chart. No mistakes—of weight or price. You get paid for every fraction of every ounce you sell.

Let us send you full particulars of the Dayton Hardware Scale. Sold on easy payments, or discount for cash.



Giving 16 Ounces to the Pound—PROSPERITY!

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager.
HEAD OFFICE AND FACTORY: 300 Campbell Ave., Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, St. John's, Nfld.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 48 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA December 2, 1922



"TRADE ELASTICA MARK Is One of My Most Profitable Sellers"

Merchants everywhere enthuse over the easy selling and profitable features of Elastica Products.

And no wonder! For Elastica Products are distinctive leaders, known to the Canadian paint-buying community—paints, varnishes, stains and enamels that are made to wear and made to satisfy.

The Elastica group includes such popular sellers as

ELASTICA FLOOR FINISH

The one perfect floor varnish. Made to withstand the hard wear and frequent washing to which floors are subjected.

LACQUERET

The popular household Varnish Stain. Full range of shades.

SATINETTE ENAMEL

In white and colors demanded by those who know real enamel value for high-class interior and exterior finishing.

KWICK-WORK AUTO FINISHES

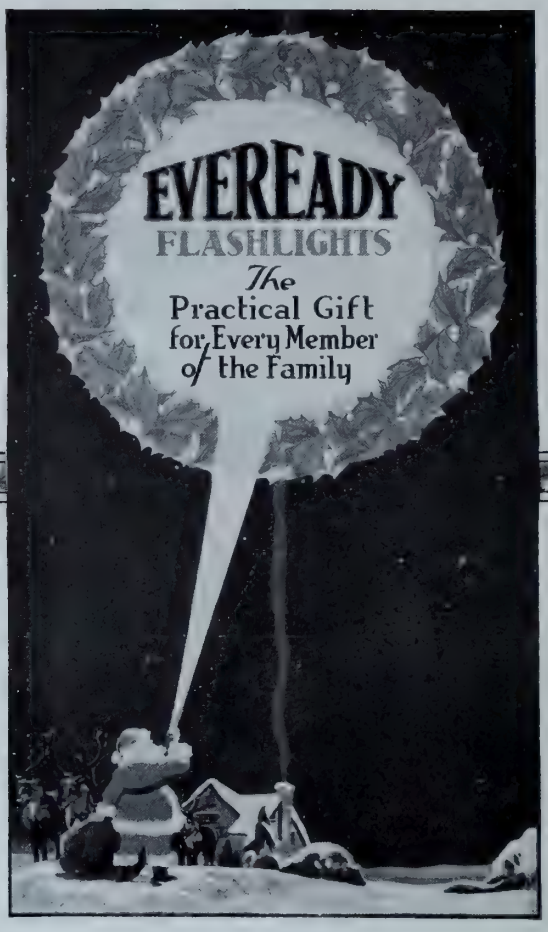
High-grade Auto Enamels in all popular colors.

Write for particulars of the complete Elastica line

INTERNATIONAL VARNISH CO. LIMITED

WINNIPEG, CALGARY TORONTO VANCOUVER, HALIFAX

EVEREADY FLASHLIGHTS & BATTERIES

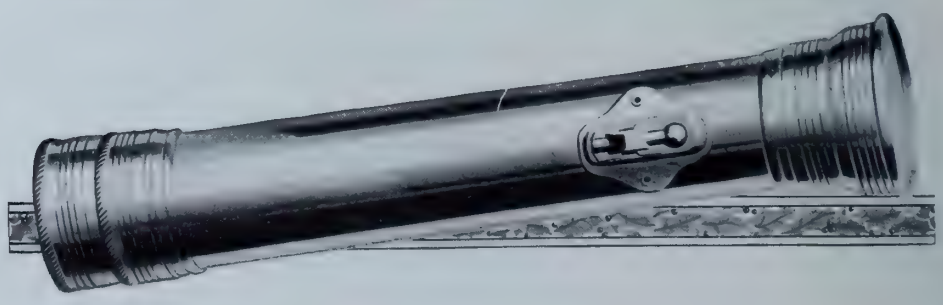


Making Money for Eveready Dealers!

The men who sell Eveready Flashlights and Batteries are making more sales this season than ever before. Already, the great Christmas drive for Flashlight sales has brought in vastly more business than we anticipated. Much more is to follow. Backed by our extensive billboard, newspaper and magazine advertising, counter displays, window trims, etc., Eveready Flashlights are first choice on Xmas Gift lists. If you have not already lined up with this money-making campaign, now is your last chance to do so. Get in touch with your Jobber right away.

CANADIAN NATIONAL CARBON CO., LIMITED

Montreal **Toronto** **Winnipeg**



LAST MINUTE
CHRISTMAS BUYING



A list of goods that will be moving at Christmas and New Year's. Check over your stock, and send your order now. Full information regarding these lines can be found in our Special Christmas Bulletin. If you didn't get your copy advise us and we will send one by return.



—LIST—

Skates
Sleighs
Hockey Sticks
Toboggans
Snow Shoes
Sleigh Bells
Electric Heaters
Flashlights
Food Choppers
Guns and Rifles
Auto Coasters
Kiddie Kars
Scooters
Watches
Corn Poppers
Sporting Goods
Carving Sets
Silverware
Thermos Bottles
Cut Glass
Casseroles
Pyrex Ware
Aluminum Ware
Bread Mixers
Samavars
Electrical Appliances
Pocket Cutlery
Scissors
Safety Razors
Razor Strops
Shaving Brushes
Lanterns and Lamps
Thermometers

IT IS NOT TOO LATE IF YOU will order right now. Don't lay this paper aside, do it now, and have it off your mind.

Write, Phone or Wire

We have the goods, and can give you that quick, last-minute service that you look for at this holiday season.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

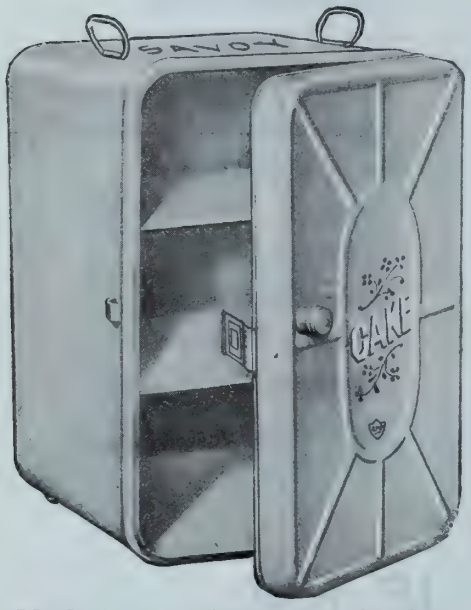
TORONTO

If interested, tear out this page and place with letters to be answered



Savoy Lines Make Useful Xmas Gifts

Made in large size only—two finishes—with trays.



Made in two sizes—two finishes.



Made in two finishes—four sizes in each finish.

The tendency this year should be to give useful gifts at Xmas-time. What could be nicer than one of the strongly-made, handsomely decorated Bread or Cake Boxes.

They are japanned in two finishes White Enamel and Pearl Gray. We carry them in assorted sizes and can ship at a moment's notice. Consult our traveler the next time he calls or write us direct.

Display Under "Suggestions for Xmas"

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered.



Flaws in the Diamond

YOU know how flaws affect the value of a diamond. But do you know how flaws affect the value of iron and steel? Little spots of impurities make up the flaws in iron and steel.

You can't see these little spots, even with the glass that detects the flaws in a diamond.

Nevertheless, these same spots lead to the complete decay of the metal. When it is exposed to the weather, rust eats its way into the sheet.

That's why it is important for you to use a *rust-resisting* iron.

"Armco" Ingot Iron is rust-resisting. It is commercially pure iron. The "texture" is smooth and even. When galvanized, the zinc coating and the base metal are properly alloyed, with no tendency of the coating to crack, split and peel where the stresses come.

There is no guesswork about "Armco" Ingot Iron. Every sheet is made to the same standard, and all sheets are uniform. You know that whatever you can do with one sheet you can do with another.

You cannot afford to use inferior metals in your business. Your reputation depends on satisfied customers and you can give satisfaction only when you use sheet iron that will stand up under hard service.

Use rust-resisting "Armco" Ingot Iron.

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

ARMCO
TRADE MARK
INGOT IRON
Resists Rust

If interested, tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart Jack Screws



A Canadian Product

JAMES SMART PLANT
BROCKVILLE - CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested, tear out this page and place with letters to be answered

ANCHOR BRAND HARDWARE PRODUCTS

READY TO GO TO WORK AT ONCE

"Anchor Brand"

"HANDY" HARDWARE ASSORTMENTS

FOR HARNESS AND GENERAL REPAIRS



ASSORTMENT NO. 102.



ASSORTMENT NO. 103.

CONTENTS:

Snaps *Dees*

Buckles

Chain Repair Links

Upholstery Nails

Automobile Curtain Fasteners

Send for Circular with complete description

"That's just what I wanted but I didn't know where to get it."

This is an exclamation dealers will hear often when they put the new "Anchor Brand" Hardware Assortments on their counters.

The case is designed to be an attention-getter.

Sales are assured because the contents are selected for the purpose of bringing repair hardware to the hands of the people who need it.

Sold Thru Leading Jobbers

MADE ONLY BY

NORTH & JUDD MANUFACTURING CO.

NEW BRITAIN, CONNECTICUT

CUT OUT AND MAIL THIS COUPON

NORTH & JUDD MFG. CO.,
No. 492 East Main St.,
NEW BRITAIN, CONN.

Gentlemen: Please mail me, without obligation on my part, a Circular describing in detail your "Handy" Hardware Assortments.

Name .....

Address .....

Name of Jobber.....

If interested, tear out this page and place with letters to be answered

A Profitable Line

Reeds' Plastic, Semi-Plastic & Liquid Roofing Cements



Are in demand all the year round—there is no special season for them. Realizing this, hundreds of hardware dealers with an eye to business are carrying this much needed and profitable line—ARE YOU? If not, order your requirements now. Conveniently put up in 5 and 10 lb. tins and in 100 lb. kegs, half barrels and barrels. Immediate delivery.

Reed's Roofing Cements are the result of over 70 years **practical** roofing experience.

Western Ontario Selling Agent:

Frank H. Butcher, 13 Cathcart St., London, Ont.

Geo. W. Reed & Co., Limited, Montreal

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points.

This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

CANADIAN SALES OFFICE
Adcock & Co., Limited, Montreal, Que.

If interested tear out this page and place with letters to be answered.

REGISTERED DURO TRADE MARK

AS CHRISTMAS GIFTS

nothing is more suitable than

REGISTERED DURO TRADE MARK

"DURO" ALUMINUM HOLLY SETS



This is the time of year when people feel like buying. They want the best for their Christmas Gifts.

What could be more appropriate and useful than a Duro Aluminum Casserole, Percolator, or set of kitchen utensils attractively boxed for Christmas Gifts? Stock "Duro" Holly Sets and increase your Christmas sales.

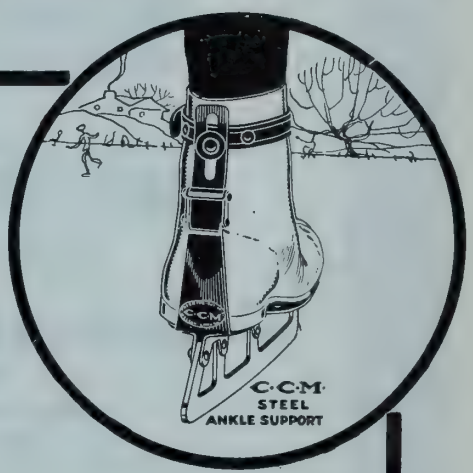
17 SETS TO CHOOSE FROM

Made in Canada by

Duro Aluminum Limited, Hamilton, Ont.

MAKE THIS A "DURO" XMAS IN YOUR TOWN

You can sell these to nearly all skaters



Nearly every skater in your locality needs a pair of these helpful C. C. M. Steel Ankle Supports. Nothing else like them. By means of a very clever hinge and sliding attachment,

C·C·M· Improved Steel Ankle Supports

allow the ankle to bend freely forward or backward, but it cannot bend sideways.
These C. C. M. Steel Supports are a great improvement over the ordinary tightly laced supports or straps across the ankle. C. C. M. Supports do not bind the ankle or interfere with the circulation.
Nationally advertised. Sure to sell. Have you sent us your order?

Made by the makers of C. C. M. Automobile Skates and C. C. M. Bob Skates.

Canada Cycle & Motor Company, Limited
Montreal Toronto WESTON, ONT. Winnipeg Vancouver

Selling Hints

C. C. M. Steel Ankle Supports prevent the ankle from turning over.

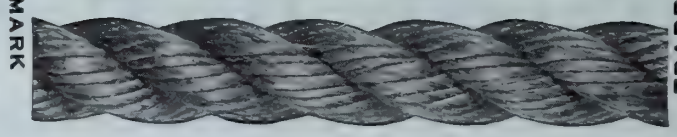
They relieve the strain on the foot muscles.

They improve the skating.

"Blued" finish—they are inconspicuous on a dark shoe.

If interested tear out this page and place with letters to be answered.







LION BRAND

CORDAGE

GUARANTEES SATISFACTION

THE INCREASING DEMAND FROM YEAR TO YEAR IS THE BEST EVIDENCE THAT *LION BRAND CORDAGE* STANDS *SECOND TO NONE.*

CAREFULLY MADE AND INSPECTED BY SKILLED WORKMEN AND *UNEXCELLED IN QUALITY.*

PRICE THE SAME—QUALITY BETTER

Consumers Cordage Company, Limited

Montreal, Que., and Halifax, N. S.
Branches at St. John, N. B., and Toronto, Ont.
Toronto Office and Warehouse: 204 King St. East

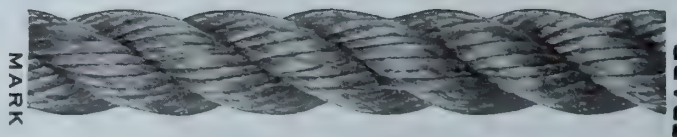
Agents and Stocks:

Tees & Persse, Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

James Bisset & Co.—Quebec.
Macgowan & Co.—Vancouver.

1825 **1922**







NAILS



WIRE NAILS

Blued—Cement Coated—Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails
Cut Finishing Nails
Roofing Nails
Coopers' Nails

Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

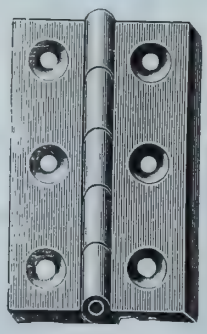
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

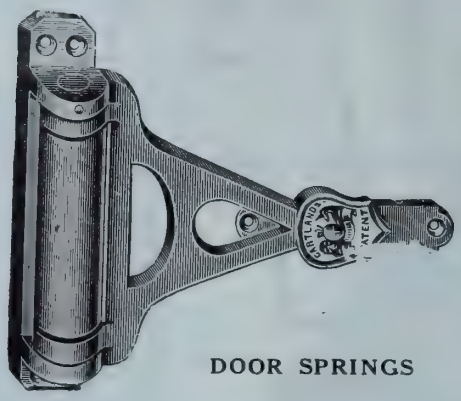
JAMES CARTLAND & SON, LTD.
BIRMINGHAM [ENG.]



DOOR HANDLES



BRASS BUTT HINGES MACHINE-MADE OR CAST. ALL STANDARD SIZES



DOOR SPRINGS



BRASS SOCKET BOLTS

Canadian Representatives

G. Smith
18 Stair Buildings, Toronto

R. R. Sutherland
402 Confederation Life Bldgs., Winnipeg



BRASS CABIN HOOKS

QuiKwerK TOOLS



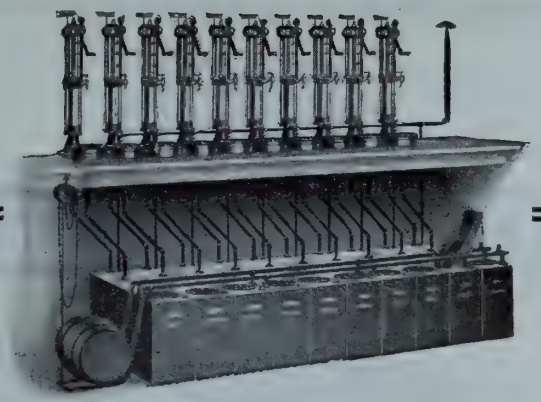
Quikwerk Tools

THE name QUIKWERK stamped on any forged hand tool is recognized instantly and everywhere as a mark of quality. The Warren QUIKWERK line includes hammers, sledges, hoes, mattocks, picks, tongs, wedges, blacksmith tools, track tools, and many others.

Tell your Jobber you want the QUIKWERK kind

The Warren Tool & Forge Company

234 Griswold Street - - Warren, O.



Basement Type Paint Oil Battery

Get More Profits from Paint Oils

Handle paint and lubricating oils in the new fashioned way—in tanks and with Bowser Pumps. That's the money-making way, because you avoid waste, check receipts and sales—and make profits a certainty.

Install a battery of Bowser tanks as illustrated—one tank for each oil. Line the Pumps up against the wall, neatly and compactly. Get your oils out where customers can see them, and they will be constantly reminded to buy more.

The Bowser piston-type measuring pumps deliver exactly the amount of oil required directly into the container, eliminating spillage. The evaporation-proof, all-metal construction eliminates leakage and gumming. Thus, Bowser equipment reduces costs, increases profits and insures against fire.

Write for illustrated booklet C-16 and find out how to make **more** money on oils.

Bowser Equipment is MADE in CANADA by

S. F. BOWSER & CO., LTD.
1668 Fraser Ave.
TORONTO CANADA

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

Bowser Products

For Handling Gasoline and Oils wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.

Carload Oil Storage Tanks.

Power Pumps.

Dry Cleaners' Underground Naphtha Clarifying Systems.

Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for Booklets

Black Diamond Files *for loyalty*

These files give faithful service and are first in the esteem of skilled workers. Where sharpness, durability and keen temper are demanded, you find Black Diamond Files.

TRADE MARK

G. & H. BARNETT CO.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

If interested tear out this page and place with letters to be answered.

Cold Facts on Files

The cold facts are these: File users know these five brands of files to be reliable. For fifty years and more they have been the standard for expert file users.

Stock these files that are well known, and you won't have to waste time **selling** them.

Just mention to your jobber that you want one of these brands—he'll see you get them quickly.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Standard for over Fifty Years

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

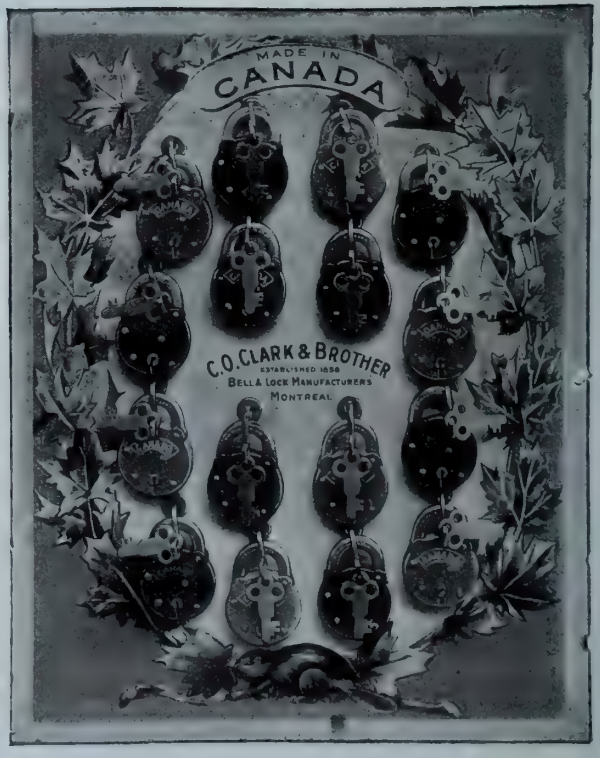
THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

This Display Sells Padlocks



Order from your Jobber

C. O. CLARK & BRO. MONTREAL

WOOLTEX
SWEAT PAD

Quality that You can Prove

When farmers and teamsters come into the store, show them "Wooltex" Sweat Pads. They will bear out your claims and help you make sales. Get attention for "Wooltex" Sweat Pads and they will prove their own quality.

Urge Customers To Test "WOOLTEX"

Let them squeeze it and feel it carefully. They will realize the large amount of real wool used. Investigation will convince them that "Wooltex" is the most perfect combination of sanitary wool felt. These splendid Pads are absorbent, sanitary and durable.

Ask your jobber or write us

SAMUEL TREES & CO.,

Limited

42 Wellington Street East,

Toronto, Canada

TREES, SPRIGGS CO., LIMITED,

Winnipeg



A popular new Starrett Tool

Every mechanic will immediately see the convenience of this new Starrett Spring Depth Gage No. 48. A spring in the barrel of the tool automatically forces the rod downward until stopped by the bottom of the hole or recess to be measured. Then a quick turn of the clamp screw locks the rod in position and the gage is set with an instantaneous accurate measurement. Capacity is three inches—base is two and one half inches long (a longer and better base than on the average gage). Both the base and the contact end of the rod are hardened and ground.

Write for Catalog No. 22 M.A. and the Supplement describing the new Starrett Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

Athol, Mass.



New
Starrett Spring
Depth Gage
No. 48

42-462

Sell Starrett Tools

If interested, tear out this page and place with letters to be answered



The Perfect Grip

An ordinary hammer will slice the head off a nail, because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced Hammers will grip the **body** of a nail, and pull it, head and all, clear through a plank. All nails are trailers to Williams' hammers.

Heads on or heads off, for drive or pull, Williams' Superior Drop-Forged Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through.

Literature?

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Rd., St. Catharines, Ontario



Don't forget that

BISSELL Carpet Sweepers

and

Play Size Sweepers

make popular, inexpensive

Xmas Gifts

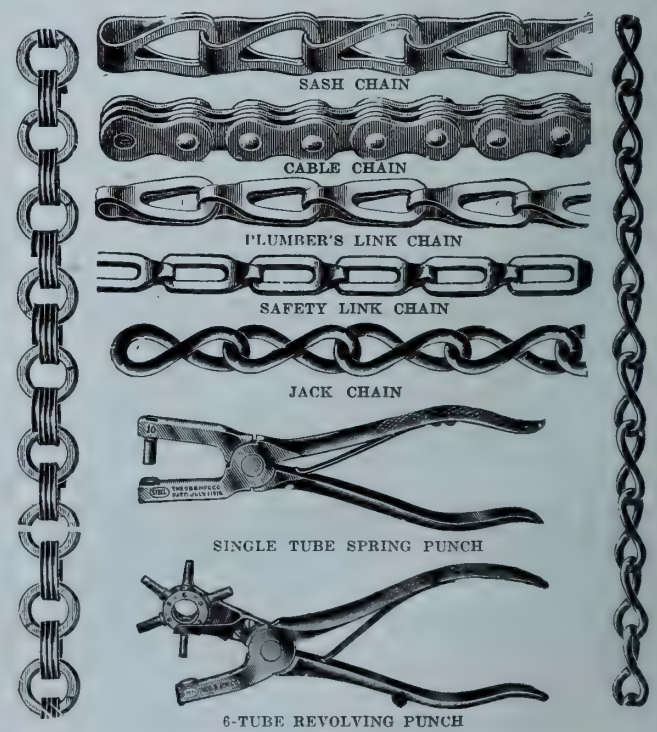
of a practical nature

BISSELL CARPET SWEEPER CO.

of Canada Limited, Niagara Falls, Ontario
(Factory) and Grand Rapids, Mich.

Oldest and Largest Sweeper Makers

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain" **Bridgeport, Conn.**

If interested tear out this page and place with letters to be answered.



—brilliant light at low cost—lamps scientifically and perfectly made to give the greatest service an electric lamp can deliver.

Canadians are probably the greatest users of electric lamps per capita of any people in the world. You should sell lamps. You should sell Laco Lamps.

¶ Why don't you drop us a line to-day for details of our plan of stocking your store with Laco Lamps without any cost to you whatever? Did you know that we are prepared to finance your lamp department?

Write to-night!

Canadian Laco Lamps, Limited

Montreal **Toronto** **Winnipeg** **Vancouver**

If interested, tear out this page and place with letters to be answered



1922 Viko advertising started the Viko boom
1923 Viko advertising will send Viko sales soaring

"VIKO has just started"

Just one year of Viko national magazine advertising! 1922 started it.

Yet Viko was an old brand—popular, accepted, respected—long before 1922. Successful, too. We were well satisfied with it, and so was the trade.

Then we started advertising it to women; in magazines which millions of women read; in a striking, impressive style that made women want Viko and *ask* for it. Hundreds of dealers have told our jobbers how powerfully this advertising aided them.

Now we're dating a new Viko era from 1922. *Viko has just started.* With strong advertising support—you'll hear more from time to time about our big program for next year—and with the enthusiastic backing of the trade, we are going to make 1923 a record year of profitable sales for Viko dealers.

Whether or not you have been selling Viko, you will be interested in the future of "The Popular Aluminum." *Ask your jobber.*

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested, tear out this page and place with letters to be answered

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. DECEMBER 2, 1922 No. 48

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H. V. TYRRELL, General Manager.

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Canada's National Hardware Weekly

Hardware and Metal

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No Opposition to Price Agreements if they are not a Burden to the Consumer

Powers of Attorney-General Extended by New Bill So He Can Bring Civil or Criminal Action Where Agreement Exists Which is Not in Interest of the Public—Counsel for Committee Tells Hardware and Metal There is Work for the New Machinery

SO CONVINCING were the arguments presented by manufacturers and wholesalers who opposed the efforts of the Ontario Government to enact anti-combine legislation directly affecting the question of fixed price agreements, that the special committee of the Legislature has allowed the matter to stand pretty much as it was, though a bill is being drafted which will extend the powers of the Attorney-General. A good deal of this argument has appeared in past issues of Hardware and Metal.

Interviewed by Hardware and Metal on the subject, A. W. Roebuck, K.C., who acted as committee counsel throughout the sittings, stated that the new bill now being drafted will provide the Attorney-General with power to take civil as well as criminal action for an injunction to restrain the carrying out of agreements which may not be in the public interest. The law is said to have been interpreted by Justice Orde that the Attorney-General had no such powers, therefore the new bill will cover this point. Mr. Roebuck stated that action against such agreements in the United States is taken by civil injunction.

It was stated that the procedure under the new bill would be as follows: The Attorney-General on receipt of an affidavit that an agreement being not in the public interest is known to exist, will cause the parties concerned to be examined for discovery prior to any action being taken. He will have the right to file application with the High Court ex parte to examine any parties to the agreement or any person who has knowledge of the government and to have documents, memoranda, books, etc., produced before any civil action is taken. In this way, according to Mr. Roebuck, the defendant will have an opportunity of giving all details of the case and if there are sufficient grounds, the offender will be warned of action to be taken unless the practice is stopped. In this way little if any publicity will be given the case because the examination for discovery is held privately with legal representatives the only ones in attendance other than the defendant.

Unanimous Vote for Substitution

The new bill is to be reported at the next session of the Legislature, and it is expected to provide the necessary machinery to assist the department in the measure of regulation and supervision of industrial agreements such as the Attorney-General is desirous of having. The final meeting of the committee this week saw an unanimous vote to make a substitution for the original bill.

Asked concerning the reasons for the action taken, Mr. Roebuck stated that while only those trade representatives who favored the establishment of price agreements gave evidence, the weight of their arguments was such as to prove very convincing of the value of such agreements under certain circumstances. There was a noticeable lack of any co-operative action in favor of the more drastic legislation, there being not a single resolution or favorable expression of opinion in support of anti-combine legislation made to the committee since early in the year when the body took up its duties.

Opponents of the measure gave eloquent and lengthy evidence stating their case against such legislation and their arguments were said to be very impressive, particularly those which showed that certain sales and service agreements were very much in the interests of the public and resulted in a saving of money to consumers.

The Procedure

Outlining the procedure to be followed, Attorney-General Raney states:

"In case a charge is laid against some company or individual, representatives of that company or person will be invited to appear and state their side of the case before anything is done. However, if this representative when called, refuses to produce the agreement, the Attorney-General can get an order from the courts forcing him to do so. If it is then considered illegal the case will be gone on with. It protects the Attorney-General's department."

Asked if the present bill would interfere with a manufacturer fixing the price of his goods, the answer was: "Not if that price is not excessive." Concerning the case of a manufacturer located outside the Province of Ontario doing business in the province, it was pointed out that such manufacturer could be called upon if he were a party to any agreement that became a matter of dispute.

Mr. Roebuck stated to Hardware and Metal that there was a good deal to be said on both sides of this question. There had been much misunderstanding concerning the proposed bill and its effect. The bill as it now stands under revision does not meddle with existing laws, he stated. It simply gives more machinery for the enforcement of the law in the province. He holds that proof that such machinery is needed can be seen in the fact that there has only been a single criminal action along this line for the past twelve years, while there have been three civil actions which resulted in convictions.

Mr. Roebuck stated that as a general rule the English favor

(Continued on page 34)

Why Automatic Revolvers Are Banned

Police Authority Tells of Need for Steps to Combat Spread of Crime—Not Desirous of Interfering With Legitimate Use of Revolver, Which Can be Accomplished With Double or Single Action Weapon, But Automatic is Too Dangerous

INTIMATION was made to Hardware and Metal last week by Customs authorities to the effect that automatic revolvers were being denied admission to this country through the regular channels because of the recommendation of the head of the Dominion police force. Discussing the subject with the representative of one of the police organizations which has much to do with maintaining law and order in Canada, the statement was made to Hardware and Metal that the action taken in regard to automatic revolvers is the first step taken to cope with the development of lawlessness and crime in various parts of the country. It has been decided that some such restrictive measures are necessary in order that the work of the police may not be impeded in enforcing the law.

It was pointed out by this official that ninety per cent. of the crime in this country is done with the assistance of a revolver. The balance is largely with the employment of knives. The automatic revolver, significantly, is in the minority as compared with the old type single action weapon and the more modern double action revolver. The two latter are to be allowed to enter the country in future, the restrictions on automatic type revolvers not being extended to them. It was pointed out by this official, that the reason for this is the fact that an automatic revolver is a very much more dangerous weapon in the hands of either a novice or an expert than is the other type. It was explained that the automatic revolver fires a nine-shot clip in six seconds by a very slight repetition of pressure on the revolver. It automatically ejects the cartridge after the bullet is fired. Much of the recoil is taken up in the ejecting of the cartridge and this enables fairly good aim to be maintained while the whole clip of bullets is fired. The double-action revolver works with the cylinder, the principle being that the trigger automatically cocks itself and the cylinder is turned bringing the new cartridge into place. This constitutes the double action. The old single type of revolver is where the trigger has to be cocked after each firing.

Automatic Uses Soft Nose Bullet

One reason the automatic revolver has not been as widely used among those of criminal intent as the other type is that it is more costly on account of its complicated mechanism. The police, equipped as they are with a high calibre double-action revolver with a range of 700 yards, would be at some disadvantage at close range with an antagonist firing an automatic, but as a rule the latter type have not as long a range with accuracy. Another reason why the automatic revolver should be banned, in the opinion of this official, is that 90 per cent. of the ammunition used is that with a soft nose bullet very similar to the dum-dum variety of which much was heard during the war. Such a bullet of small calibre has been known to enter a man's arm and on passing through, to flatten out to the size of a silver dollar, thereby inflicting a very painful wound. This being the case, and it being a fact that foreigners who value life very cheaply are the chief users of revolvers, it is quite apparent that the broader use of automatic revolvers would be a distinct menace to those responsible for preserving law and order as well as to many law abiding individuals.

Legitimate Use Taken Care of

This official was of the opinion that the legitimate ownership of revolvers could well be taken care of with double-action weapons. It was his opinion that there was little necessity for anyone but those in dangerous occupations such as the police, military, night watchmen, bank managers or other business men entrusted with considerable moneys, to have a revolver. In his many years of experience in various parts of Canada it had been vividly demonstrated to him that many murders have been the direct result of someone pulling a revolver in a moment of anger and shooting before second thought. Many such people were carrying revolvers just because they thought they needed them when the only reason they needed them was because there were so many other lawless ones who were carrying them for the same reason. Therefore the police are laying plans for keeping weapons beyond the reach of such individuals as far as possible.



The Automatic Revolver a Dangerous Weapon in Hands of Novice or Expert

It is not expected that this new regulation will have a very widespread immediate effect. There are stocks of automatic revolvers in the country waiting to be disposed of and the possibility of criminals smuggling revolvers in from border cities of the United States was also admitted. It was further pointed out to Hardware and Metal that while a close check can be kept on sales of new revolvers through the permit system and knowledge of shipments moving through customs and from wholesalers to retailers, that there is some business in secondhand revolvers going on which is very difficult to check. Thus an individual may take a revolver to a secondhand store and sell it. That same revolver may be sold the next day to someone else and no permit secured for it because the police have no record.

To Whom Permits Are Given

Permits are granted by the police to those groups aforementioned, and in any other cases where they think the request is a legitimate one. For instance a man of good standing in the community recently asked for a permit to carry a revolver for protection while on a hunting trip for big game in the north country. The police official knew the man was a safe person to carry a revolver and he granted a permit to purchase one, and a permit to carry it for a limited time upon his person. When that time expires the weapon must be kept in the home. No endeavor is made to interfere with the purchase of revolvers to be kept in the home for protection. In fact separate permits are required to purchase and to carry a revolver so that at all other times the revolver must be kept in the home. On this basis the police can make a raid any time in suspected quarters and lay a charge against anyone carrying a revolver without a permit to carry it, irrespective of where they bought it. Sometimes in such raids some defence is made by the suspects. If the automatic revolver is effectively barred the police will therefore not be at the same disadvantage in such cases as would otherwise be the case.

No action is to be taken against stocks of automatic revolvers now held in this

(Continued on page 34)

"Receipt Tax Will Handicap Trade"

Says Secretary Dominion Board R.M.A.—Penalty for Person Who Divides Amount Paid With Intent to Evade Tax—What Constitutes a Receipt—Exemptions—Will Hamper Trade

"THIS ACT will give the retail trade of Canada, as well as other interests, a staggering blow when it comes into operation. It will disrupt every cash and credit sales slip and cash register system that is now in existence throughout Canada, and it will add more expense in a great many cases, to the office staff of retail merchants than the amount that will be paid to the government by them in stamps."

The foregoing observations, together with others of like nature, are made in a memorandum on the question of the operation of the tax on receipts which comes into effect the first of January, 1923, which has just been issued by E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association if Canada.

Special mention is made of the fact that a penalty is provided for the person who separates or divides the amount paid, with intent to evade the tax.

Retailers Should be United

Every retail merchant in Canada is urged to take a deep personal interest in this matter. The Dominion Board feels that the measure should be defeated if possible, and therefore calls upon all merchants to work together and act together under one common direction.

The memorandum follows:

What the Act Requires

According to the Special War Revenue Act which was passed at the last session of the Dominion Parliament, and which will come into operation on January 1st, 1923, upon all receipts of ten dollars ($10.00) and upwards there must be affixed thereto an adhesive stamp of two cents (2c), or, unless there is impressed thereon by means of a die, a stamp of the value of two cents (2c), which is to be cancelled by the person by whom the receipt is given before he delivers it out of his hands. Cancellation shall be effected by the person who cancels the stamp, **writing or impressing his name or initials on or across the stamp, together with the true date of such writing or impressing.**

What a Receipt Means

A receipt means any note, memorandum or writing whereby any money amounting to ten dollars or upwards, or any bill of exchange or promissory note for money amounting to ten dollars or upwards, is acknowledged or expressed to have been received or repaid, or whereby any debt or demand, or any part of a debt or demand, of the amount of ten dollars or upwards is acknowledged to have been settled, satisfied or discharged, or which signifies or imports any such acknowledgement, **and whether the same is, or is not, signed with the name of any person.**

Exemptions

The receipts which are exempted under the Act are as follows:

(a) A receipt for any money deposited in any bank to be accounted for to the person to whose credit the money is deposited.

(b) A receipt or document in the nature of a receipt which is taxable under any other section of this Act.

(c) An acknowledgement by a bank of the receipt of a bill of exchange or promissory note for the purpose of being presented for acceptance or payment.

(d) A receipt for or upon the payment of money paid for any purpose to or by His Majesty for or out of the Consolidated Revenue Fund of Canada or for or out of the Consolidated or General Revenue Fund of any Province of Canada.

(e) A receipt endorsed or otherwise written upon or contained in any instrument liable to stamp duty, and duly stamped, acknowledging the receipt of the consideration money therein expressed.

All Legislation Should be Made Clear

"Sub-section (b) of the exemption clauses is not clear," says Mr. Trowern. "We took it up with the Department but found that no rulings have been made yet. We suppose they mean that when a cheque is received in payment for an article or in payment of an account, that when stamps have been put on the cheque it is not necessary to put them on the receipt. This is another evidence of poor legislative drafting, and we contend that all legislation should be drafted in plain, simple language."

Penalty for Violation

Any person who violates any of the provisions of the above sections of the Act, or who refuses to give a receipt, duly stamped, or who, upon the receipt of a payment to the amount of ten dollars or upward, gives a receipt for a sum not amounting to ten dollars (when the

What Do You Think of the Proposed Receipt Tax?

A detailed memorandum setting forth exactly what constitutes the Receipt Tax which is to come into effect on January 1, 1923, is given herewith. The details indicate that this is likely to be a handicap to the retailer. Some steps should be taken immediately for a single voice to express the feeling of the hardware merchants of Canada on this important topic. Constructive suggestions should be forthcoming.

Read the regulations as they are likely to apply, and then communicate with The Editor, Hardware and Metal, 143 University Ave., Toronto, giving your views, which in turn will be made use of in presenting the retail hardwaremen's side of the case to the proper authorities. Your co-operation is needed in this highly important matter, so write a letter NOW.

actual amount received is over ten dollars) **or who separates or divides the amount paid with intent to evade the tax, shall be liable to a penalty of not exceeding one hundred dollars.**

It Will Disrupt Every Cash and Credit Sales Slip

"This Act was passed by the Government on June 27th, 1922, and it will come into operation on January 1st, 1923, if the Government, in the meantime, does not see fit to have its operations suspended, which we hope they will," says Mr. Trowern.

"This Act will give the retail trade of Canada, as well as other interests, a staggering blow when it goes into operation. Only those engaged in the retail trade have any idea of what it means to carry out the provisions of this Act. It will disrupt every cash and credit sales slip, and cash register system that is now in existence throughout Canada, and it will add more expense, in a great many cases, to the office staff of retail merchants than the amount that will be paid to the Government by them in stamps.

"Its operations will cut both ways. In the case of fruit and produce dealers, when retail merchants purchase fruit, vegetables, produce, poultry or eggs, etc., from farmers and market gardeners, it will be necessary for the farmers and market gardeners to carry at all times postage or revenue stamps with them, so that they can place them on the receipts they give to the retail merchants for the goods they sell to retail merchants when they want a receipt for the same. If the farmers and market gardeners refuse to place stamps on their receipts and to cancel the same they will be subject to a fine not exceeding one hundred dollars. Or take the case of a retail merchant who takes a receipt from his employees for salaries received, the employees must also carry a supply of stamps so as to place stamps on the receipts they give for their salaries, and cancel the same, or they will be subject to a fine.

Trade Must Not Be Hampered By Governments

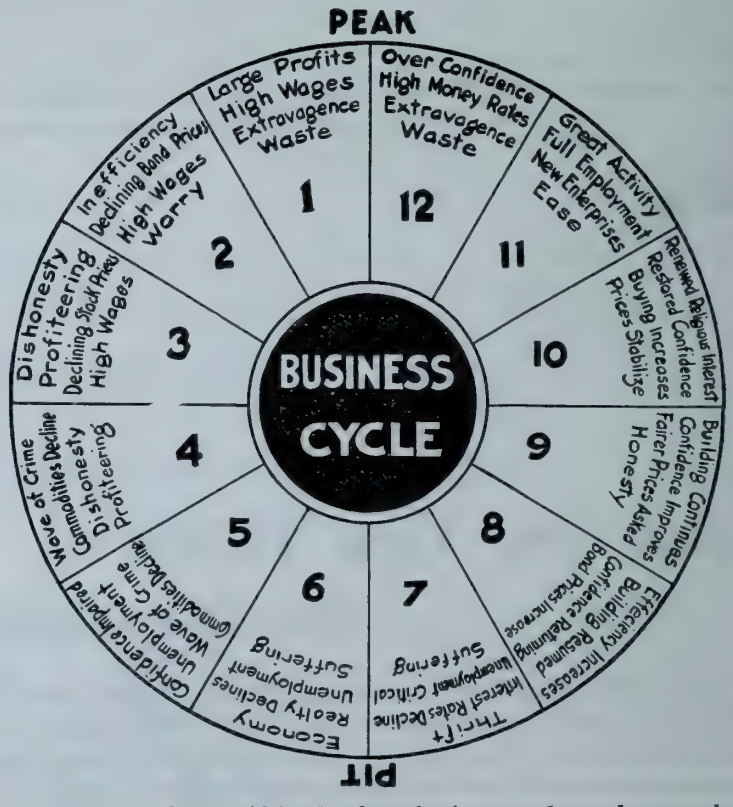
"There are a large number of other illustrations that could be given but the above are sufficient to show that this is another piece of annoying and badly considered legislation, that will not only annoy retail merchants but it will add to the cost of doing business without giving the Government the amount they could secure by a less expensive system, as far as retail merchants are concerned. No effort, as far as we know, was made by the Government to ascertain what effect this complicated system would have on the retail trade; it has evidently been merely recommended by someone unfamiliar with retail trade conditions, and it was then thrust upon us when the budget was brought down, in the most autocratic manner, to take effect on January 1st, 1923. In our opinion, it should be suspended, and as we are an active part of the electorate of the Dominion, every retail merchant should do all within his power to let the legislators of our Dominion Parliament understand that, as loyal citizens, we want to help to pay every cent of our war debt, but we must not be hampered and annoyed in our daily business t ansactions, and be subjected to paying heavy fines. In other words, Governments must be told to keep their hands off business, and allow it to flow as f eely and as rapidly as possible through the natural channels of trade.

All Unnecessary Expenses Should be Avoided

"Before we are asked to pay we should be consulted as to what effect any proposed system would have on our business, as the more unnecessary expenses that are put upon us the more the public will be called upon to pay in the end. Every retail merchant knows that when postage stamps are placed on receipts or cheques, or any other documents, for the purpose of paying our war debts, that it is an unbusinesslike system, as we have been led to believe that postage stamps and Inland Revenue war stamps are for entirely different purposes, and if they cannot be kept separate—and it appears that they cannot—this fact alone should be sufficient to condemn that method of the collection of revenue. The present system of placing stamps on cheques, drafts, notes and bills of exchange is bad enough, and, in our opinion, should be abolished without adding the further annoyance by adopting the same system on receipts.

"This legislation, if it goes into effect on January 1st next, will affect all classes alike—farmers, manufacturers, wholesalers, retailers, bankers, the laboring classes and all municipalities and corporations. We are well aware that the Government wants money to pay our war debts but we want it raised in the least annoying manner, and we consider that when we are made partners with the Government in order to collect it, we should be consulted as to how we think the money should be raised, without disturbing our commercial operations."

Where Are We Now in the Business Cycle?



A great deal has been said lately about business cycles and some advice handed out as to how hardwaremen and others can anticipate them and be guided accordingly. The chart shown herewith has been prepared by a number of business men for guidance as to the development of business. The sequence of the cycles as indicated are arrived at from a close study of all the best authorities on the subject. The author of the chart states that the consensus of opinion among business men is that we are now in either the eighth or ninth stage of the cycle. He himself is of the opinion that we are just passing from the eighth to the ninth period.

Twelve Month Aluminumware Display

Always a Seasonable Call for Aluminum Kitchen Utensils, Says Proprietor of Wyandotte Hardware, Windsor, Ont.—Use a "Special" Each Week and Let Well Planned Display Tables Sell Them Some More Merchandise—Tables for Smallwares



Splendid use is constantly made of the display windows in the Wyandotte Hardware, Windsor, Ont. Paint specialties are being pushed at this time of year and aluminum ware is being extensively featured for the replenishment of housewives' kitchen utensils at this time of year and as Christmas gift suggestions. The effect of the aluminum ware display, built up to the top of the window, is very arresting.

THE Wyandotte Hardware, Windsor, Ont., are great believers in the advertising of their goods and more especially so now that business requires more development than for some time. More attention is given to display in this store than ever before and care is taken that each window display is properly equipped with price cards. The management when interviewed by Hardware and Metal stated that the price cards in the windows were the best means they had of pulling the people inside once that they got them to stop and look.

It has always been a policy of this store to see that aluminum ware was given a prominent place in the store and in the windows. Of the three windows in the store one is given over to the display of aluminum ware the entire year through. A good plan and one that has worked out well in this store is to take one line each week and use it as a "special." This brings the people to the store and gets them in the habit of coming and in many cases when they come in for the "special" it is not hard to sell them some other article as well. A short while ago a coupon was given with every purchase of goods in the store and at the end of a given time the numbers corresponding to the coupons given out, were put in a large jar and a draw made and to the holder of the lucky number a set of utensils valued at twenty dollars was given free. This proved to be a good stimulant to the business and was a success.

While the aluminum ware is being given a great deal of attention it is by no means getting it all, as household hardware is running a close second. Two large tables have been placed immediately inside the front door of the store and on these are arrayed numerous kinds of the small wares that are used in the home. This table has proved itself to be a good arrangement and is to remain a regular section of the store. Smallwares are arranged in groups according to their usefulness in the home so that one rather suggests the other. Prices are clearly shown on all lines. These articles almost sell themselves.

Except during the early spring season when it is necessary to give a great deal of space to the displaying of paint one of the windows are given over to the displaying of mechanics' tools. This is a line that must always be played up if it is to be a success. The city is almost entirely a manufacturing centre and the users of tools are always kept in mind. At the present time the trade in this particular line is steadily increasing as the factories in the Border Cities are constantly extending and continuing to take on more men. These men, of course, need tools, so it is the business of the Wyandotte hardware to sell as many of them as possible.

The Wyandotte Hardware is now being operated by Messrs. C. T. Laird and M. W. Laird, the former being from Regina, Sask. The business was recently taken over from Messrs. Wall & Lefevre.

Displays Give First Impetus to Xmas Trade

Retailers' Display Windows Instrumental in Stimulating Early Interest in Xmas Buying and Thereby Increasing Total Volume of Business Done

"DISPLAY windows usually are instrumental in bringing people to the first realization that Christmas is approaching, at least insofar as the purchasing of gifts is concerned. Conversations among friends along such lines as, 'it is only four weeks until Christmas,' or 'just think, Christmas will soon be here again,' may take place long before December first, but no serious thought in connection with the list of presents which must be bought is really given until the merchant takes the initiative by placing a selection on display," said a Montreal hardware dealer to Hardware and Metal.

In Montreal during the last week of November some merchants had already dressed a seasonal window with gifts shown while others had not yet realized themselves that Christmas was only five weeks away. In the former stores the holiday spirit was already in evidence. Sporting goods, cutlery and plated ware, electrical goods and accessories were on prominent display and salesmen were either busily engaged in selling or awaiting customers in these departments, while in many other stores the same sight greeted the eyes of the visitor as would in September or October. Not that good business was not being enjoyed by all stores, for fall trade had been good generally, but as one merchant stated, "we are never so busy that we are not looking for more. If we can add an early Christmas trade to our usual fall business so much the better."

Up until a week or ten days previous to this time the weather had been mild, but it was not until the last week in November that one realized that early winter has really come. It was during this week that certain retailers rushed seasonal goods to the front, and dressed their windows. Sleighs, skis, skates, snow shoes, hockey sticks, etc., replaced football and rugby goods. Although there was neither trace of snow nor ice, a store manager stated that the above goods were commencing to move and their sale became more extensive each day.

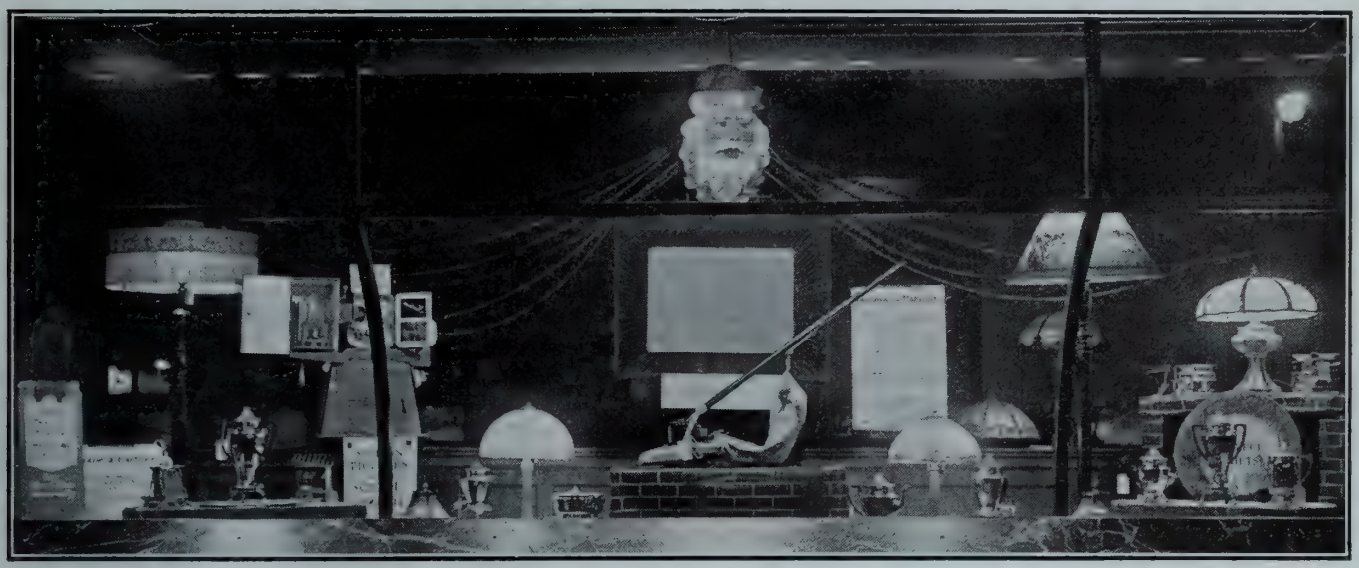
Two Months of Winter Sport

A program of winter sports covering a period of two months, from January 6th to March 1st, has been planned for Montreal. During this time it is the hope of the various committees appointed to have the people of the city indulge in sport much more extensively than in recent years, and place Montreal as a real sport city. The program calls for skiing, snow shoeing, toboggan slides, skating, hockey, etc., and the slopes of Mount Royal will again be utilized as in winters before the war.

Many hardware merchants realize what this means to them and are taking advantage by advising people to buy sporting goods for Christmas gifts to friends and relatives so that they may join in the sports a little later. If the public in the city are going in for more sport this winter it undoubtedly means that more sporting goods will be sold, and the question arises, who is going to reap the benefit? It is quite obvious that certain stores will get their share, for they have already put forth an effort, and this will be followed by continued advertising and prominent display.



A strong believer in the effectiveness of plain price tickets on all articles in E. H. Braden who dressed this window for the Otton Hardware Co., Ltd., Barrie, Ont., and won third prize in places over 5,000 population in the 1921 Hardware and Metal Christmas Window Contest. As one side of a double display front, this arrangement was very effective in pulling business. It contains a wide range of suggested gifts, lines which look well in display and prices which will interest nearly every passer-by in some article. Fire irons, coal hods, thermos kits, construction toys, skates, carpet sweepers, vacuum cleaners, electric appliances, kitchen utensils, cutlery, etc., are among the lines shown.



Much of the looking around for Christmas gift suggestions is now being done at night. The hardwareman's windows should therefore be kept working overtime with attractive displays. Some idea of the attractiveness of an electrical goods display both during the day and after dark can be secured from this simple but effective arrangement. Vacuum cleaners, toasters, percolators, portable lamps, chafing dishes, grills, floor lamps, etc., are featured, the lamps casting a soft glow over the whole display.

Some Difficulties With the Cash Business

Alberta Hardwareman Endeavoring to Put Business on Cash Basis Asks How to Deal With Customers Who Insistently Buy Goods and Haven't the Money With Them to Pay—Competitive Merchant Extends Credit Privileges

Editor's Note:—In these days when the cash basis of doing business is receiving much attention at the hands of retail hardware merchants, the experiences of an Alberta hardwareman in attempting to adopt the cash plan, and the answer of a successful "cash basis" hardwareman to the troubles he encountered, are very interesting.

IN answer to a communication from Hardware and Metal enquiring concerning the success of his cash basis plan, this Alberta hardware merchant stated:—

"At the present time we are open for suggestions rather than offering any. On October 1 we started business on the cash basis. We advertised the fact in our local paper and also by certain direct advertising. Up to the present we have had real good success with country trade but we must admit that we have had some very trying experiences. We have not lost one single customer under this plan.

Town Trade Disappointing

"As stated, the town trade has been somewhat disappointing. General merchants, lumber merchants, hotel proprietors and others who have been advocating the cash basis of doing business themselves have in many cases made a complete failure of it, and the belief in it is indicated by the manner in which they send around to our store for goods without the cash. In some cases we have given them the goods and asked them to be good enough to bring in the cash, but this they do not do. In two cases the merchant himself has called and bought small items saying, 'I have not the cash with me but I will bring it next time.' Of course when the next time comes he is in the same boat.

"We have practically come to the conclusion that it will be necessary for us to absolutely refuse everyone any goods without the cash. We know we will lose much of the town trade by doing so but we believe that we will gain more of the farmers' trade by treating them all alike.

"We might also mention that our competitor is not the best to work in harmony with along this line. While he advocates the cash plan yet he has spoken to some of our real good customers saying that we have gone on a cash basis and advising them to come and deal with him. 'I will take care of you and give you all the time you want to pay' he says.

"The local printer who did all our advertising has just been in and bought a 15c article. He says 'you will have to charge as I have not a cent with me.' You can readily see what a merchant is up against when such people insist on you doing a credit business."

Successful Merchant Gives Answer

Discussing the problems of this Alberta merchant with an Ontario hardwareman who has made a good success of the cash business, Hardware and Metal secured some points of interest.

"It would appear from the difficulties outlined that this merchant is trying to do without books entirely," says this Ontario hardwareman. "In our case we advertised that we would maintain accounts for factories, etc. As for individuals, if a man has been a customer for years and we are absolutely sure of his honesty, we do not hesitate to let him have the goods, but we impress on him the fact that our terms are really cash and also ask him the day he will be in to pay. This has overcome any difficulties we might otherwise experience.

Sends Boy With Bill

"As for the ten and fifteen cent local customers, we send our boy with a bill, if they do not show up promptly with the money. Everyone is quite familiar with our terms and we find they do not take any offense at this.

What Retail Hardwaremen Say In Their Advertisements

Excerpts from retail hardwaremen's ads. throughout Canada. Keep this page with your advertising matter. There are some ideas to help you prepare your ad. copy.



"WHAT is Home without a ——— range, furnace, or heater? To say the least the home is incomplete—for this reason it is not a happy one. Why buy an experiment when you can buy this line with a high record? We invite inspection of the largest and finest stock shown anywhere. Prices the lowest, quality considered."—Turnbull & Cutliffe Ltd., Brantford Ont.

* * * *

"Every girl wants a good range on which to do her cooking.—Whether it be coal, gas, electric or oil cooker she naturally wants the best."—Proudfoot's Hardware, Saskatoon, Sask.

* * * *

"The value of a fire-proof roof was demonstrated at the Briscoe Garage fire when the building next, although stored with oils, etc., was not even marred. It will pay you to investigate our fireproof shingles."—Penfold Hardware and Carriage Co., Guelph, Ont.

* * * *

"Five dollar prize to the hunter who shoots the deer this season that has the largest number of head points. The prize is conditional on your purchasing from us your gun or ammunition. If you have already purchased these from us you are eligible to the prize. Reports must be in by ———."

* * * *

"When you go into the woods take the right rifle with you. Take a rifle that will be sure to get the moose or other big game you are after. A he-man's rifle is a 303 British sporting model. As good a rifle as money will buy. And best of all it costs only $15. We have handsome, handy hunting knives and serviceable axes such as every hunter hankers to own. Ammunition in a splendid assortment and enough to supply every hunter. If you shoot—let's supply you."—James S. Fraser, New Glasgow, N. S.

* * * *

"Entertainment from the air"—is now the popular way to entertain in your home. Wonderful concerts are now being broadcasted daily from numerous stations throughout Canada and United States and with ideal air conditions thousands are enjoying these concerts. Are you among the radio fans who are getting in on these concerts? We have complete outfits from $10 to $200, also a complete line of parts, with blue prints, enabling you to assemble your own set and get excellent results. Expert advice free."—Cowan Hardware, Ltd., London, Ont.

* * * *

"The light to follow twilight in the home. The soft bright glow of the electric table lamp—at once an ornament to the home—with the delicate subdued tints of the art glass shade, lends an air of cosiness and homelike comfort to the living-room during the long fall and winter nights. It is just such a lamp as your home should have. You'll find in our select showing of electric table lamps a comprehensive range of prevailing styles in mahogany, bronze and brass effects, with lovely shades of art glass and of dainty ornamented silk. Then there are tall, stately lamps, dainty banquet and boudoir lamps and bridge table lamps which await your inspection."—W. H. Thorne & Co., Ltd., St. John, N.B.

Save the forests by conserving your fuel. Every extra stick of wood you burn means so much of our forest wealth wasted. There's an easy way to assist the national slogan of Save the Forests and at the same time save money for yourself. By attaching one of our super-heaters to your stove or furnace pipe, gives you double the amount of heat with half the amount of fuel you formerly used."—Lawlor & Cain, Ltd., Fredericton, N. B.

* * * *

"Radio. Many people are availing themselves of the pleasurable pastime of listening in over the radiophone. The church service, the lectures, the vocalists, the orchestras, the dramatists, are of the highest order. For aged people or those shut in we would be pleased to demonstrate in your home the practicability of this wonderful invention. If wanting to build your own receiver our engineer will design a set for you ready to wire for $58, supplying wiring, diagram and complete instructions."—McMurtry's Hardware, St. Thomas, Ont.

* * * *

"It will be worth your while to come in and see our big stock of stoves and ranges if you are planning to get rid of your old cooking or heating stove. No matter what kind of a stove you want you'll find a model here that will suit you perfectly. Every one of our stoves is handsomely made and finished, correctly constructed to heat properly, regulate easily and to be economical on fuel. Get your new stove or range here and you'll get utmost heating and cooking satisfaction."—Adams & VanDusen, Picton, Ont.

* * * *

"Beautiful $200 range given away free. With every cash purchase of merchandise for $5 or over we will give you a ticket which entitles you to a chance on this range. This is the most up-to-date range on the market. You will get full value for your $5.00 and you may get this $200 steel range. Some one will get it. Drawing will take place on Xmas eve. Will you be the lucky one?"—Nelson Hardware Co., Nelson, B. C.

* * * *

"Automobile owners know the value of correct lubrication. We have the proper grade of oil for your car. Call and consult our chart and you can't go wrong. In all grades for car or tractor use. Using cheap oil is poor economy. You use more of it and it does not properly lubricate your engine. Buying oil a quart or so at a time is the most expensive way and you are never sure of what you get. Let us supply you with a four-gallon can, or we will send for your cans and return them filled with the proper oil. It means a big saving to you."—Manville Hardware Co., Prince Albert, Sask.

An Englishman Gives His Views on The Canadian Retail Hardware Business

Comments on Conspicuous Absence of Brass and Copper Goods —Enamel Utensils Are Said to be Splendid—Says Bedsteads and Cutlery Much Below Standard—Central Heating and Fireplaces

EDITOR'S NOTE:—Canadian hardwaremen will be interested in the views expressed in the following article from The Ironmonger. These are the views of James S. Mountford who for many years has held prominent positions in large retail stores in the Old Country, latterly as London manager of Henry Loveridge & Co., from which post he retired in 1920. Mr. Mountford has been on an extended visit in Canada and has just returned to England. He gives some interesting facts relative to what he found in the hardware trade of this country and the U. S. in the following:—

MY experience of goods manufactured in England extends to nearly every branch of the hardware trade, perhaps more especially the furnishing part, and, therefore, I claim to have more than a superficial knowledge of my subject. I may say at once I do not think we have anything to learn from either Canada or U. S. A. in the design or finish of goods, either in copper, brass or tin. On the contrary, they have much to learn from the Old Country.

Unfortunately, I do not remember the names of all the stores that I visited, but among them were the principal ones in Halifax and Montreal, Eaton's and the Hudson Bay Co. in Winnipeg; Ashdown's, the Hudson Bay Co. and all other stores and ironmongers in Calgary. I lived in the last-named city for five months, and had many talks with both proprietors and buyers. I also visited the stores at Banff (in the Rocky Mountains), at Vancouver, and Victoria (on Vancouver Island). In U.S.A. I visited the stores at Seattle, Portland, Salt Lake City, Chicago, Niagara, Buffalo and New York. At Chicago I spent some hours at Marshall Field's, and also a long time at Wanamaker's, Macey's, Gimbel's, and other stores in New York. There were no brass or copper goods, either hammered, repoussé, or engraved, to be seen in either country. There were, however, a few embossed kettles. The largest fancy tea trays were 16 in. long, neither in brass nor copper, but the usual German rubbish, electro-coppered. The only brass or copper goods that interested me were some very pretty cake plates and stands, pierced. Their chafing dishes, almost solely an American production, were also very good, yet they have never found favour in England. Their jardinières were simply plain stampings of very thin metal, and were of the crudest designs. One, 8 in. in diameter, could be held in the palm and blown to nearly the other side of the showroom. The enamel utensils were splendid, and the quantity on show at many of the stores was colossal.

Bedsteads and Cutlery Below Standard

In all cases bedsteads were in black and brass, and all brass; and here I consider the British manufacturer has more than a sporting chance of doing a very large trade. I do not say this solely from what I saw in various showrooms, because similar ones were to be seen in all the palatial hotels in both Canada and U. S. A. These bedsteads were quite crude in design; there was not the slightest attempt made to please the eye, not even in the most expensive brass ones.



The knives invariably used are atrocities. Steel knives are seldom seen, and everywhere knives are supplied with handles and blades either nickelled or silver plated, fit only for cutting butter. If one happened to have a chop or steak in a restaurant and asked for a steel knife, it was forthcoming, but even then it had to be examined carefully to make sure which was the business edge. There was little risk of personal injury either way.

In my judgment the only British manufacturers who are at present making a serious effort to export their goods to Canada are the china and glass manufacturers. Their goods are seen in all the principal stores throughout Canada, and frequently they are given a prominent position in the windows, showing the importance attached to them. I never saw a complete set of either tea or dinner services.

Central Heating and Fireplaces

Central heating is universal throughout Canada, but for quite a time all houses have been fitted also with either one or two fireplaces, usually in the dining and drawing rooms. This practice, I am assured, will continue, and probably be increased in all houses built in the future containing six or more rooms. This provides an opening for British manufacturers of fenders, curbs, brasses, irons and coal-boxes. At present these articles are unprocurable in Canada. While in Calgary—a city of 100,000 inhabitants—I personally tried to purchase a brass curb or fender set of brasses, and a brass coal-box. I tried every store and ironmonger, also all the second-hand dealers in the "Whitechapel" part of Calgary, and, although such dealers are supposed to provide anything required, either in good or bad condition, I could not buy one sample of these articles. The Canadians make shift by turning their carpets under about a foot where the tiled hearths end; for the rest, they "trust in Providence." Often the carpet is scorched by falling embers; sometimes it escapes punishment.

The Departmental Stores

At every store I visited I was given the fullest information and treated with the greatest courtesy, my only passports being the kindly notice given me by The Ironmonger before sailing and my own personality—whatever that may have been worth. I could not have received more attention had I been wishing to purchase the businesses. This attitude was most noticeable at Marshall Field's, of Chicago, and Wanamaker's, of New York. At both of these world-famous houses I spent several hours, and I shall never forget the kindness of the managers. I told both these gentlemen that I was very disappointed, because I hoped to learn a great deal, instead of which I considered that they were 50 years behind the Old Country in variety, design and finish of nearly all the fancy brass, copper and tin goods that I had seen throughout the U. S. A.—electrical fittings and chafing dishes alone excepted.

In both countries their stations and hotels repre-

(Continued on page 34)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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Is Not Opposed to Price Fixing

ANOTHER case where the evidence of business men has resulted in entirely changing the attitude of governmental authorities is that of the Anti-Combine legislation which the Attorney-General of the Province of Ontario was endeavoring to have sanctioned giving him broad power in connection with prosecution of parties to all sorts of trade agreements. Justice Orde has insisted that the Attorney-General had no such powers and after hearings in connection with the prosecution of certain wholesalers in Ontario a short time ago, a special committee of the Ontario Legislature was appointed to investigate the subject. The evidence of many industrial representatives was taken, all in support of the establishment of trade agreements and the principle of fixing resale prices. The evidence was so convincing that the bill as suggested by the Attorney-General has been considerably re-drafted. The law as it stood remains practically unchanged and the new bill now merely gives the Attorney-General power to conduct either civil or criminal proceedings against offenders, on receipt on an affidavit that price agreements to the detriment of the public are in existence. This gives the Attorney-General power to use the civil injunction against a business firm, similar to the procedure followed in the United States.

It is interesting to note that the government's attitude, as result of the investigation, is not against the principle of price fixing except where such works an undue hardship on the consumer. It has discovered that a fixed resale price can be made the basis of very great service and protection to the consumer, and as such the policy is to be allowed providing the privilege is not abused and this is unlikely to happen in this age of competition.

Circumventing The Pitfalls

IT IS QUITE apparent from a study of the details of the new Receipt Tax, to be enforced on January 1, 1923, that many of its provisions will carry almost the same onerous burden to the retailer as did the luxury tax. Complete details of the new tax on receipts are given elsewhere in this issue. The exemptions are few, the penalties are high and it is provided that any paper in the form of a receipt whether signed or not is to be taxable. This would therefore include counter checks, cash register slips, etc., and the necessity of stamping such receipts would undoubtedly prove a distinct handicap to the retailers' selling effort.

It is evident that various forms of direct taxation are being much favored by the government for the collection of revenue, but it is not in the interests of the country that the regular channels of distribution of merchandise should be cluttered up with detail such as this taxation will provide. Nor would there seem to be any need for drastic action to produce new revenue at the present time. Figures for the first seven months of this year indicate a big increase in government revenue particularly from sales and stamp taxes. The retail merchants figure very largely in producing this portion of the revenue, and should be given some consideration in proposing new impositions.

Authorities on taxation agreed that the weak part of the luxury tax plan was that its collection over the counter interfered with selling and provided an undue handicap to the transaction. If the stamp tax is to be applied to all forms of counter receipts whether signed or not, as is outlined herewith, it will be in the same category. No official regulations have been issued yet in connection with the Receipt Tax, but the information given herewith is based on data secured from government officials who are working on it. It is understood that the English law, which is being followed to some extent in framing the Canadian Receipt Tax, does not require a stamp to be affixed to an ordinary cash transaction over the counter even where a slip from a cash register, or its equivalent, is given. It applies to what are commonly known as receipts where such are the only protection given to the debtor by the creditor. This would therefore not include counter checks which may be given more for purposes of identification in case of exchange or desire for refund, than as a receipt.

There are many such pitfalls as these which the new regulations should seek to circumvent in the interests of the retail trade.

Undermining Business Progress

FIGURES which Hardware and Metal has secured in connection with governmental revenue for the seven months of the fiscal year compared with figures for the fiscal year ending March of this year reveal some very interesting facts. On the basis of revenue for the seven months, the total revenue for this year is estimated at four hundred million dollars, being an increase of eighteen million dollars over last fiscal year.

Of that total sixty-eight millions are from customs, fourteen million from post office, fifty-seven million from sales and stamp tax (an increase of sixteen million), eight and three-quarter million from business profits (a decrease of two million); fifty-one million from income tax (a decrease of thirteen million) and a decrease of five million in other sources of revenue.

It is quite evident from the foregoing that profits from business enterprise have been smaller in volume than last year. This is confirmation of the common opinion as to the trend of business at that time. It is also borne out to some extent by the decrease of thirteen million dollars revenue from income tax.

It must be kept in mind that the sales and stamp taxes, which show big increase, have only been operative since the budget was delivered in May. Most recent monthly returns show that these taxes are showing even greater proportional returns and bid fair to be productive of a very much larger revenue in future.

When the sales tax and stamp tax as now operative are showing such splendid returns and will continue to increase in volume as business expands, would it not be much better to let them carry the load, even if some small increase is necessary, than to apply an entirely new form of taxation which will involve much misunderstanding, handicap to business at a most vital point, and probably require a great deal of expensive administration in the form of checking and inspection?

Events in the Trade

NEW RETAIL STORE

W. S. Bentley is opening a retail hardware store at 5060 Sherbrooke St., W., Montreal.

FIRE LOSS

Dent Bros., Bothwell, Ont., suffered fire loss.

Fire which is supposed to have started from spontaneous combustion in a barrel of sulphur, caused a loss of $250 in the hardware store of Ken Rae at Kingsville, Ont.

INCORPORATIONS

American Chemical Paint Co. has been authorized to carry on the manufacture and sale of paints, oils, pigments, etc., in Ontario with capital of $40,000.

Industrial Lock Nut Co. of Canada, Ltd., head office Windsor, capital $100,000, to manufacture articles of brass, copper, zinc, iron, etc., and deal in hardware specialties.

NOW A CHAIN OF THREE HARDWARE STORES

Ingersoll, Ont.—J. W. Peart of St. Marys, with his business associates, has taken over the building occupied by Mr. Flanders as a stove and furnishings business and about the first of the year extensive alterations will be made to the premises, new fixtures installed and a complete new stock of hardware, stoves, paint, etc., added. This is the third of a chain of retail hardware stores to be opened at St. Marys and Woodstock. It is said that others are to follow.

PERSONAL

C. Craig, of the D. H. Howden Hardware Co., London, Ont., was a visitor at the Toronto office of Hardware and Metal.

At the election of directors of the Chamber of Commerce in St. Thomas this week, George W. Davey was re-elected.

H. Lendon of Leamington, Ont., is one of a committee which is working on a plan to establish a $25,000 community athletic club house.

Col. T. S. Hobbs of the Hobbs Hardware Co., London, Ont., continues to improve after his long illness, but he is not yet back at business.

At the annual meeting of the Tillsonburg Lawn Bowling Club, C. W. Conn was elected treasurer.

L. D. Campbell, vice-president, B. & S. H. Thompson Co., Montreal, is moving to Toronto on December 1 to take charge of the branch office in that city.

W. A. Miller of Revillon Wholesale Ltd., Edmonton, visited the hardware and paint trade in Montreal this week.

George Henderson, president of Brandram-Henderson, Ltd., returned on Friday of last week from England.

J. Cadham, Dominion Cartridge Co., is on an extended trip throughout the Western provinces and will be away from his Montreal office until Christmas.

Two pals of by-gone days in Walkerton, Ont., are Messrs. Sandy McCarter, the hardwareman, and David Heffernan, of Detroit, who revisits the old town now and again. When these two cronies get together many a good yarn passes back and forth and time slips quickly by. A visit from Dave usually means a trip out to Johnny Coyle's in Culross when the three boys, with pipes agoing, forget their worries and snuggle down by the old cook-stove happy as larks.

ORGANIZE NEW COMPANY

The Canadian Postel Lock Nut Company has been organized at Collingwood with F. A. Bassett as president and J. F. Zimmerman secretary-treasurer. The firm plans to manufacture bolts, nuts, screws and rivets.

TO REPRESENT JOBBERS AT TAXATION CONFERENCE

At the joint conference on taxation measures scheduled to be held at the Prince George Hotel, Toronto, on December 5, 6 and 7, between manufacturers', wholesalers' and retailers' interests, the hardware jobbers will be represented by Harold J. Badden, of the firm of Hardy & Badden, secretaries to the Canadian Wholesale Hardware Association.

HEAVY LOSS OF PROPERTY BY BLIZZARD

North Sydney, N. S.—Thousands of dollars' worth of property is represented in the wreck of poles, wires and other appliances used in telegraphs, telephones, wireless and electric lighting, which are spread in ruin at many points throughout Cape Breton. The damage was done by a blizzard carrying heavy, wet snow, which swept over the Island.

The wrecking force of the storm was heavier than has been experienced here for at least 50 years.

WESTERN ONTARIO NOTES

Work is proceeding rapidly at London, Ont., on a new gasoline and oil station for the Imperial Oil Company at the corner of King and Talbot Sts.

An unusually fine window display of Christmas toys and gifts suitable for boys and girls is being shown by the Mills Hardware Co. of Hamilton, in the King St. store this week, and the large volume of business done is an evidence that great numbers of parents are not only interested in window displays but are doing their Christmas shopping early.

HARDWARE FIRM ENCOURAGES SPORT

St. John, N. B.—Each year the sport of Badminton grows more popular in St. John, and more teams or clubs are formed. This is a very popular sport with members of the different churches, and it can be said that W. H. Thorne & Co., Ltd., have done more to develop it than any other party. On their staff they have an expert who has formed many clubs, and as a matter of course, the business has been handled by this firm. Messrs. Thorne's salemen report that the business in this line grows larger each year.

BETHLEHEM CO., BUYS MIDVALE STEEL PLANTS

Eugene G. Grace, president of the Bethlehem Steel Corporation, announced that the Bethlehem board of directors had authorized contracts for the purchase of the plants and other assets of the Midvale Steel & Ordnance Company and of the Cambria Company.

Through the acquisition of the Midvale and Cambria properties, Mr. Grace said, Bethlehem wil acquire plants at Coatesville and Johnstown, Pa., and Wilmington, Del., as well as developed iron ore properties in Michigan and Minnesota and developed coal properties in Pennsylvania.

The ability to distribute and mix the Midvale coal and ores with Bethlehem's present coal and ore supplies, Mr. Grace pointed out, will be of much advantage to both sets of properties, in that operating costs will be reduced. This will give to Bethlehem important lines of steel products which it does not now manufacture, such as wire rods, wire and wire products, steel freight and mine cars, steel wheels, boiler tubes, agricultural implement parts and so forth.

Steady Improvement in Stove Industry

British Columbia Trade Considered to be in Healthy State—Comparatively Few Failures—Not Good Policy for Tradesmen to Buy Beyond Ability to Pay

VANCOUVER, B. C.—Prior to sailing for New Zealand and Australia on the steamer Niagara, Col. W. M. Gartshore, president and managing-director of the McClary Manufacturing Co., London, Ont., spent a few days in Vancouver. He was accompanied by Mrs. Gartshore and their grand-daughter, Miss Cleghorn. The party will visit the southern Commonwealth and will also visit the Orient, planning to return to Vancouver in April next. One of this company's oldest factory branches and warehouses is located in Vancouver.

Interviewed by Hardware and Metal representative on trade and financial subjects while in Vancouver, Col. Gartshore spoke encouragingly of the trade expansion Canada was beginning to realize in trade with the Orient and with the Antipodes. He considered it was results which could be attributed to favorable advertising and the closer knit bonds between the various British overseas Dominions following the war. Foreign trade competition was keen everywhere, but Canadian goods stood in high esteem in the sister dominions. The trans-Pacific countries were much interested in hydro-electric development in Canada, which stood well ahead in all electrical progress. By way of illustration he mentioned the case of a New Zealand representative sent to study electrical development in Canada, and who had placed an order for electric stoves. This very order was going forward on the S.S. Niagara. Ordinarily such export shipments went via Montreal, but as time was essential, the shipment was routed west and a month was saved, the importers receiving their goods in five weeks from the time they left the factory.

Steady improvement in the stove industry had been marked for some months, especially since last summer when it was made practically sure that the wheat crop of Western Canada was a success. At Winnipeg, on his way west, Col. Gartshore said he had been told by a representative grain dealer that the prairie wheat yield would finally total 400,000,000 bushels, of which 300,000,000 would be for export. If the price averaged $1 per bushel, that indicated a very large amount of cash in circulation as a direct result of the 1922 harvest.

Half of his company's trade was west of the Great Lakes, Col. Gartshore estimated, and that was true of many other eastern manufacturers. His observation of the present season was that dealers were not buying beyond immediate needs, which was sound business. It was not good policy for tradesmen to buy beyond their ability to pay. Collections are slower east than west, he thought. British Columbia trade was considered by eastern houses to be in a very healthy state, there being comparatively few failures. Col. Gartshore first visited Vancouver in 1888, when he opened the firm's branch.



COL. H. M. GARTSHORE

HARDWAREMAN HAD BIG INFLUENCE

Petrolia, Ont.—The coming of J. H. Fairbank to Petrolia in 1860 has meant much for the great oil town. Mr. Fairbank, bent on the discovery of oil, came to Petrolia with no money, but as a result of concentrated effort became wealthy. Fifty-two years ago Vaughan and Fairbank opened a private bank in connection with the oil business. The bank had its ups and downs as the oil wells fluctuated. Following the bank's opening Mr. Fairbank, who was really the daddy of Petrolia, went into partnership with Mr. Vantuyl and opened a hardware store. Both the bank and the hardware store are continuing in business at Petrolia. For more than 34 years T. J. Rainsberry has been manager of the store. The estate of J. H. Fairbank is carrying on the business. Dr. C. O. Fairbank, a son of J. H., is still a resident of Petrolia.

News Notes of Western Canada

Empire Paint & Hardware has commenced business in Winnipeg.

S. C. Bright & Son, hardware, Woodrow, Sask., suffered fire loss.

A. MacFarlane, manufacturers' agent, Montreal, spent a few days in Winnipeg on a business trip.

Joseph J. Rapple, of the Tidewater Oil Co., Toronto, was a business visitor to Winnipeg during the past week.

W. L. Potter, sales manager of the Edward E. Johnson, Inc., St. Paul, Minn., is in Winnipeg on a business trip in the interest of his firm.

Winnipeg, Man.—The Third Annual Automotive Equipment Show with radio exhibits in connection, under the auspices of the Western Canada Automotive Equipment Association, W. L. Williams, secretary, Box 3164, Winnipeg, will be held Feb. 5-13.

Vancouver.—Electrical and hardwaremen were out in force on the occasion of the second annual dinner and meeting in the Hotel Vancouver, of the Electrical Service League of British Columbia. E. E. Walker, president of the organization, was in the chair.

The trade will regret to hear of the sudden death of Ernest Dykes, senior member of the retail hardware firm of Dykes and Rutley, of Kindersley, Sask. Mr. Dykes has been in the hardware business at Kindersley for practically 15 years and was well known in the trade. A. E. Dykes, general manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, is a brother of the deceased.

Attending as the personal representative of Geo. Kidd, general manager of the B. C. Electric, Capt. F. R. Glover, general executive assistant of the railway, said that Vancouver was facing a period of prosperity such as was never known here before. It would not be similar to the booms of other years, he declared, but solid and healthy, out-rivalling other Pacific Coast ports.

Jas. Lightbody, secretary of the League, said that "Electrify" would be the slogan for the coming year. He intimated that a second model electric home, such as was shown here so successfully recently, would be built next year. A satisfactory financial statement was read by the treasurer, H. Pim of the Canadian General Electric. Other short addresses were given by J. R. Read of the Canadian Westinghouse, R. E. Chatfield, W. W. Fraser and W. Saville.

New Hardware Goods

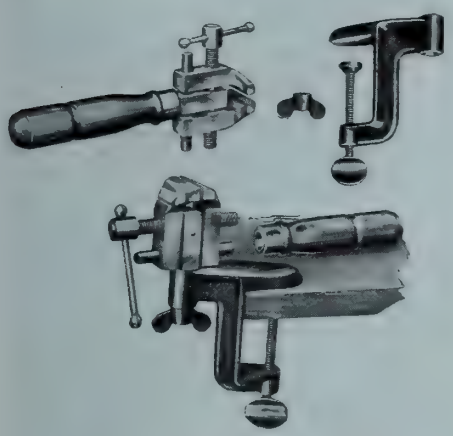
Offered to Canadian Hardwaremen

COMBINATION HAND VISE

The L. S. Starrett Co., Athol, Mass., are introducing a new combination hand vise, No. 86.

The use of a ball end handle for tightening the jaws, instead of a wing nut, is pointed out by the makers. By this means it is claimed more leverage is possible.

This hand vise is furnished with a clamp permitting its use as a small bench vise on benches or shelves having an approximate thickness of ½ inch to 2⅛ inches. Such a change is effected by removing the handle and substituting the clamp. When used with the clamp



Combination Hand Vise

the vise can be adjusted to any point in a complete circle to meet the convenience of the user. The jaws of this vise are tempered and polished drop forgings, 1½ inches in width. The capacity of the vise is about 1½ inches.

An aluminum line level is also being introduced on the market by the L. S. Starrett Co.

"HANDY" ASSORTMENTS

The Anchor brand of "Handy" hardware assortments are being placed on the market by North & Judd Manufacturing Co., of New Britain, Conn. These assortments are put up in two different sizes, the boxes containing divisions with small parts for harness and general repairs. The contents include snaps, dees, buckles, chain repair links, upholstery nails, and automobile curtain fasteners. The cases are intended for counter display service. There are twelve separate compartments in each assortment.

"NEVER-FAIL" INCUBATOR

A new electric incubator and brooder is being made by the Collins Never-Fail Products, Ltd., Hamilton. The manufacturers point out that these machines embody a number of improvements.



"Never-Fail" Incubator

Among other features outlined is the even heat always under control, and the absence of smoke or fumes.

DOUBLE-GRIP TIRE CHAIN

The Goddard Double-Grip tire chain is now being distributed by the Motor Truck Accessories Co., Toronto. For installing these chains, the wedges at rim on car or truck are removed and replaced with special wedges which have the extension attached. It is pointed out that

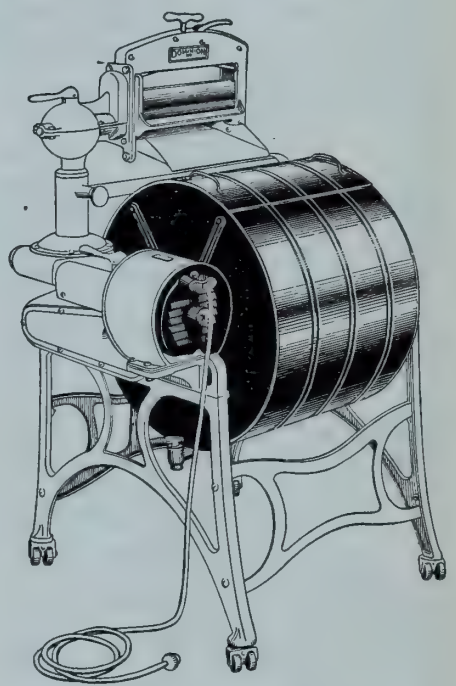


Double-Grip Tire Chain

it is then a comparatively simple matter to equip the wheels with double-grip chains. The road chain, which is the wearing part, can be replaced through opening the split links. The makers also claim that all permanent parts are rust-proof.

DOMINION ELECTRIC WASHER

An oscillating cylinder washing machine is being distributed by the Smith-Stewart Co., of London, Ont., called the "Dominion" electric clothes washer. It is manufactured by the Dominion Motor Castings Ltd., of Windsor. This washer is described as a combination of the cylinder, oscillating and vacuum types. It is pointed out that there are only seven moving parts. They are;—the motor, which is ¼ h.p., the copper tub,



Dominion Electric Washer

the aluminum drip boards, the tub control, the wringer control, the swinging ringer and the safety release. The Dominion electric washer is designed to meet the additional requirements of rural communities in that the copper cylinder can be lifted out and replaced by a churn, which can also be run electrically.

MICROMETER CALIPER CASES

The Brown & Sharpe Manufacturing Co., of Providence, R. I., have prepared a new micrometer pocket case. This is for the purpose of holding and protecting the micrometer caliper from dirt or injury. The case is made of metal, leather covered and plush lined. It is furnished in two styles, No. 202, for the regular one-inch micrometers and No. 203, for the Rex, 1-inch sizes.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

BIRDSELL CLOVER MILL

S. E. Eakins, Millbrook, Ont.—Where can I get the Birdsell thresher clover mill?

Answer.—The Birdsell Mfg. Co., South Bend, Ind. The Canadian branch of this company is at George St., Toronto.

REO COOK STOVE, No. 285

The Bell-Fleming Hardware, Ltd., Grande Prairie, Alta.—Please furnish us with the manufacturer's name and address of the Reo cook stove, No. 285.

Answer.—The Charter Oak Stove & Range Co., Antelope and Condute Sts., St. Louis, Mo.

CLARK'S JEWEL OIL STOVE

A. H. Melvill, Cereal, Alta.—Kindly let me know where I can get Clark's Jewel oil stove.

Answer.—This is manufactured by the G. M. Clark & Co., Chicago, Ill.

The Happy Thought Foundry Co., Brantford, Ont., can supply your requirements.

OAKUM

Lagasse et Manthe, 365 St. Patrick St., Ottawa, Ont.—Kindly advise us manufacturers of oakum.

Answer.—The Factory Waste & Metal Co., Montreal, Que.; John Leckie & Sons, Ltd., Wellington St., Toronto; Scythes & Co., 9 Church St., Toronto; Acme Waste Mfg. Co., Ltd. 486 Wellington St. West, Toronto.

BATHROOM FITTINGS

Saskatoon Hardware Co., Ltd., Saskatoon.—Kindly advise us the name of a manufacturer of bathroom fittings, such as soap holders, towel bars, etc.

Answer.—The Gendron Mfg. Co., Toronto; The Newell Mfg. Co., Prescott, Ont.

ALEMITE GREASE CUP

W. Walker & Sons, Toronto.—Who are the Toronto agents for Alemite grease cup?

Answer.—The Alemite Sales & Service Co., 205 Church St., Toronto.—The factory is at Belleville, Ont.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

C. C. M. ANKLE SUPPORTS

Special advertising matter in the shape of folders and descriptive literature is being distributed by the Canada Cycle & Motor Co., Ltd., of Weston, Ontario, with reference to their ankle supports, bob skates and automobile skates. This seasonal descriptive matter points out the special features of these respective products and are prepared as selling helps to merchants. Copies of same can be secured on application to the above company.

WIRE GOODS CATALOG.

Catalog "B" is now being distributed by the Macdonald Wire Goods Co., Drummondville, Que. This booklet gives complete and detailed information, with illustrations, of lines of their manufacture, which include wire rat traps, root crop and fish baskets, delivery and display baskets, refuse baskets, spout strainers, hen's nests, corn poppers, refrigerator shelves, window guards, desk trays, waste baskets, hook files, horse protective guards, etc. It is also announced that later in the year a new line of fire-place screens and fenders will be marketed in coppered, dead black, and dead black with brass trimmings.

Letters to the Editor

The Editor welcomes letters on any subject of interest to the hardware trade.

Editor, Hardware and Metal:

I feel greatly interested in the remarks signed by "FAIR PLAY" contained in your issue of Hardware and Metal of November 18. The remarks allude to the displaying of hardware to off-set the efforts of pedlars to sell the same class of goods direct to the consumer by house to house canvassing, a nuisance that lately has greatly expanded much to the annoyance of the public and disadvantage of the tradesman, although the latter is to be blamed to a certain extent on account of insufficient interest to stock and display certain lines.

I have pleasure in enclosing herewith a sample of a letter my firm sent in advance of our representative's call, which you will find deals on practically the same points as those put forward by "FAIR PLAY." However, I much regret our efforts in this direction did not meet with expected results, although you will agree the letter is based entirely on the advantages gained by the tradesman in assisting Canadian manufactures financially upheld by Canadian capital.

All I ask to have infinite success, is the combined efforts of the tradesmen to display these goods before the public in order to eliminate this incredible peddling business.

I am quite willing to allow you to use this letter and the copy of circular letter attached for publication purposes if you consider necessary.

Canadian Manufacturer

Copy of Circular.

"Manufacturers in the trade who have always marketed their goods through the stores are finding keen competition from selling agents who are soliciting business from the consumer by house to house canvassing. We are not at all in favor of doing business in this way and prefer, as in the past five years, to give the tradesman the benefit, they being the people who are called upon to pay the larger part of the rates and taxes of the neighborhood.

"On account of the enormous commission required by the canvasser, his prices are consequently very high and we are able to supply the trade at such a figure that the consumer can buy from stores at about half the price required by the canvasser, at the same time a legitimate profit is made by both parties concerned. In forming our opinion of trading by this method, we are studying the connection every tradesman has and the preference his customers would have of doing business with him rather than a stranger at the door.

"In the last five years we have made an enjoyable connection with the trade throughout the Dominion and we shall appreciate the continued confidence and assistance of our clients while this house to house campaign is at its height."

Twenty Years Ago

Following items are reproduced from Hardware and Metal of November 15, 1902:

"P. & F. Corbin, of New Britain, Conn., are making extensive changes in their plant to increase their output."

"A branch hardware store has been opened by A. C. Thompson & Co. at Sydney Mines. A. W. Smith is in charge."

"John S. Durand, of the James Walker Hardware Co., Montreal, was married to Miss Henrietta Morrison, of Napierville."

"Geo. Boomer, of Galt, has accepted a position with the Sherwin-Williams Paint Co. and will travel in the eastern provinces."

"The works of the Canada Horse Nail Co., Toronto, had a very narrow escape from fire when the adjoining building owned by the Department of Canals took fire."

"Wm. S. Gurison, well-known commercial traveller of Charlottetown, who represents Logan Hardware Co., New Glasgow, N.S., has taken up his abode in Lunenburg, N.S."

"F. W. Unitt, of Toronto, who has just died, conducted a hardware business for some years at the corner of Spadina Ave. and Queen St. He was at one time an alderman."

"At a recent meeting at the Windsor Hotel, Montreal, of the Canadian Railway Club a paper was read by Mr. Cowan upon 'Car-Cleaning.' Mr. W. H. Evans, of the Canada Paint Co., followed with a paper concerning the painting of cars."

"Mr. Learmont, of Caverhill, Learmont & Co., Montreal, is making his first visit to Western Canada. He is surprised at the development of Winnipeg and states the company is entirely satisfied with its venture in the West and may extend operations in the near future."

"Mackenzie, Mann & Co. have just closed a contract with Gerald Lomer, Montreal, acting on behalf of German makers, for about 40,000 tons of steel rails and fastenings for the Canadian Northern and their Nova Scotia roads. This is the largest order ever placed at one time in Canada."

"The fourth annual convention of the Canadian Wholesale Hardware Association was held in Montreal for its first meeting in that city since its formation four years ago. The president, W. Starke, of Howden, Starke & Co., Montreal, presided. Following officers were elected for the ensuing year: President, Thos. B. Lee, of Rice Lewis & Son; vice-president, Fred O. Lewis, of Lewis Bros. & Co.; executive committee, Thos. Birkett, M.P.; John Bowman; A. Jeannotte, of L. H. Hebert; C. A. Whitwam, of the Hobbs Hardware Co.; Wm. Shaw, of the Chinic Hardware Co.; secretary-treasurer, Jenkins & Hardy. At the banquet Mr. Newman, of Caverhill, Learmont & Co., replied to the toast to 'Our Country.' Peleg Howland replied to the toast to 'Our Association'."

Join The 1922 Hardware and Metal Christmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

ENGLISHMAN'S VIEW

(Continued from page 27)

sent the last word in luxury. The same thing cannot be said of their stores, of which the walls are bare in appearance, the fixtures poor, and the goods too crowded and not shown to the best advantage. I suggested to several of the principal buyers that if they went to London they should pay a visit to Harrods, where they would find out what "shopping in luxury" meant.

Soon after my arrival in Calgary (Western Canada), where I resided for six months, I was elected an honorary member of the Board of Trade Club. All the principal businesses and a good many professional men are members of this somewhat exclusive club, consequently one meets everybody worth knowing. To an Englishman who is familiar with the daily life of many habitués of our London and provincial clubs this and other similar clubs in Canada are a revelation. Luncheon is served from 12 o'clock to 1.30, and, although the usual billiard-room exists, not a business man is to be found in any part of the club between 2 p.m. and the time for closing business in the evening.

Hard Workers

The Canadians are splendid workers; everything, including pleasure, plays second fiddle to the accumulation of dollars, which are worshipped by the majority. The office hours are from 8 a.m. to 7 p.m. One hour is taken for lunch. Tea is handed round to the members of the staff at their own desks. The men are well paid, and there is no grousing about long hours. Many principals are "hail-fellow-well-met" with their staff and I have heard them call each other by their Christian names.

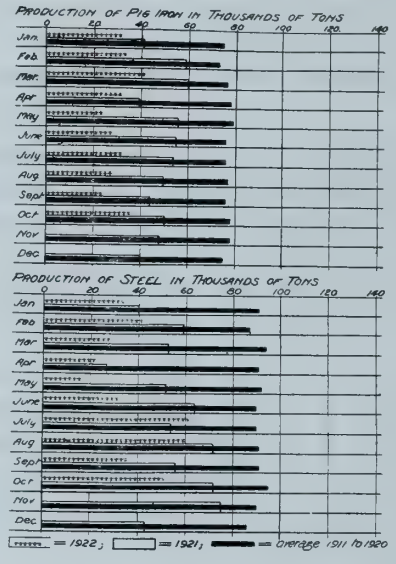
It is my carefully considered opinion, after a long study of the subject, and after many conversations with those "who know," that it is not much good sending representatives nor appointing agents in Canada in the old way. There is, to my mind, only one paying road to success. I had numerous opportunities of gaining business information both in Canada and U.S.A., and I am absolutely positive that there is a large fortune awaiting the manufacturers of certain goods; and I am equally sure that I can tell them the one sure way to make a good profit in the first year, and one that will substantially increase year by year. Whether my plan will be adopted soon is, of course, uncertain; but it is bound to be tried sooner or later. I feel sure, speaking of Canada, that at the present time fully 60 per cent. of the hardware goods come from the land of "Stars and Stripes." The following goods are much needed in every city and prairie town in Canada: All fancy brass, copper and tin goods, coal-boxes, fenders, curbs, and accessories, bedsteads (all kinds), china goods, and cutlery (with spoons and forks). If one manufacturer of each of these four branches will fall into line with my plan, manufacturers of other goods might be added from time to time.

In conclusion, I may say that so far I have tried my best to refer only to the business side of my long journey, but, at the risk of losing my halo, I must say how thankful I am that I was able to complete this wonderful journey. Before I left England I was, perhaps, more than an average traveler for a man who has led a busy life. I had no idea what the great masterpieces of the Creator's works were like until I traveled from the east to the west of Canada, especially the 500 miles through British Columbia. Where Canada is not beautiful and interesting it is supremely grand and magnificent. I traveled across U. S. A. from west to east, and by comparison with Canada, except, perhaps, Columbia Highway, it is almost a desert, and for one thousand miles is an actual desert, although as one approaches Salt Lake City, Chicago, and Niagara there are some beautiful stretches of Country. Finally, I unhesitatingly vote for Canada, not only for grandeur of scenery, but because I believe it to be supremely the El Dorado of those British manufacturers who do not talk of their limitations, but are wise enough to take a fair business risk, with a certainty of speedy reward.

IRON AND STEEL OUTPUT

The production of pig iron in Canada during October showed an increase of 12,000 gross tons or 47.7 per cent. over the record for September, and amounted to 37,000 tons as compared with 25,000 tons in the previous month.

Steel production showed an increase of 16,000 tons totalling 52,000 tons compared with 36,000 tons for September.



RETAIL MERCHANTS' CHAMBER OF COMMERCE MAY ESTABLISH CREDIT BUREAU

Hamilton, Ont.—The personnel of the new retail merchants' executive committee of the chamber of commerce was approved by the directorate and the body authorized to function in the interests of the retail trade generally. Members of the executive committee are James R. Watson, J. W. Gillies, A. M. Cunningham, Thos. Lees, jr., D. A. Souter, Fred Cloke, A. G. Bain, W. J. Hobson, Morley Howell, Arthur Day, Scott Murray, Wm. A. Smith, P. J. Dunnigan, A. E. Drewery, Arthur Wilson, F. D. Morden, Arthur Patrick and D. A. Clarke, who were re-elected by ballot submitted recently to the entire retail membership of the chamber.

At a meeting prior to the directors' gathering, the executive elected unanimously James R. Watson as its permanent chairman and decided to meet at 9.30 in the morning of the first Tuesday of every month. Among the suggestions submitted for consideration was the establishment in Hamilton of a credit bureau similar to those in operation in many cities across the border where they have proven very successful and advantageous to the trade. It is probable that in the near future the executive will secure a speaker well versed in the operation of credit bureaus to outline their usefulness to the retailers of this city.

NO OPPOSITION TO PRICE AGREEMENTS

(Continued from page 20)

country. The steps taken are for the purpose of providing a greater safeguard against outbreaks of crime and to assist the police in their work. It is part of a plan which is to be worked out having in mind the big increases in immigration and population in general which are expected in the future. The police official stated that he has no doubt the hardware merchants of this country will realize the importance and necessity of such action and support the action taken rather than oppose it because of the small loss of revenue represented by profits on automatic revolvers.

WHY AUTOMATIC REVOLVERS ARE BANNED

(Continued from page 19)

freedom of contract, but they have free trade whereas in Canada and the United States there are more restrictions and hence there is less freedom of contract throughout.

Mr. Roebuck's personal opinion is that price fixing agreements are in restraint of trade and as such are absolutely illegal. Some other authorities differ with him on this subject. He advises Hardware and Metal that the question will come in for some consideration in the very near future and a definite stand taken on it.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

BOTH increases and declines are again evident in the hardware market reports. Higher levels appear this week on whiffletrees and neckyokes, pruning shears, range boilers, cotton wastes and hack saw blades. On the other hand, prices affecting fuel oil, turpentine, linseed oil and pig iron are headed in the downward direction.

The development in whiffletree quotations follows on the higher levels announced on handles in last week's issue of Hardware and Metal. The advanced prices on cotton wastes have also been foreshadowed in recent market reports, this tendency reflecting to some extent the condition of raw cotton.

As an indication of the current trend in basic costs of steel production, the further decline in pig iron is of interest. This condition was outlined in a former issue, however, and is of minor extent. An interesting period is indicated in the steel industry at present, the balance between the ratio of production and that of consumption being apparently threatened through the approach of the customary quiet season.

The call for such products as eavestrough, conductor pipe and similar goods used in construction and repair work is now subsiding, but materials for interior finishing are still moving in satisfactory volume. Stoves and ranges, furnaces, radiators and heating equipment generally continue to attract special attention.

The arrival of colder weather, together with an initial snowfall, has stimulated the movement of many winter lines, which, up to this time, have been more or less backward. These include sleds, skates, snow shovels, auto tire chains, weatherstrip, ash sifters and sidewalk scrapers.

Orders for paint for spring delivery are showing an improvement over last year's records. Active current sales are generally evident for silver-plated ware, table and pocket cutlery, carving sets, cut glass, glass ovenware, electrical products and various other Christmas lines.

Montreal, Que.

MONTREAL, November 30.—Various price revisions in an upward direction again feature the current market. Advanced quotations are given on range boilers, revised discounts being quoted off standard list, with a corresponding increase in net prices. Wood handle prices are adjusted by some manufacturers with higher figures on practically all oak, ash and maple lines. Increased quotations appear on hack saw blades, while revised prices are effective from December 4 on cotton wastes, showing higher levels as foreshadowed in recent issues. Local sheet markets show little if any change, and interest is centred on the fact that prices on galvanized, black and blue annealed sheets and tin plate will probably remain unchanged for the first quarter of next year. Tin and spelter on primary metal markets are not displaying their former strong tendency, an easier tone being noted.

REVISED QUOTATIONS ON WOOD HANDLES

Montreal.

Certain manufacturers announce a general revision in wood handles, including all hickory, ash, oak and maple handles. Prices in general are higher, the greater advance appearing on the three last kinds. New discounts will be found on current market pages.

HIGHER PRICES QUOTED ON RANGE BOILERS

Montreal.

Through a revision in discounts quotations on both standard and extra heavy range boilers are now quoted at higher figures. The various sizes of standard boilers have a new discount of 40 per cent., and extra heavy 30 per cent. Former discounts were 45 and 35 per cent. respectively. Jobbing houses who quote on a net price basis announce a corresponding advance in prices. Manufacturers state that the new higher levels reached on spelter, which metal figures quite extensively in raw materials for galvanizing purposes, and the fact that heavier gauges of galvanized sheets are scarce and sold on a premium basis, have firmed the market tone considerably during past weeks. New quotations are as follows, and these are still considered firm.

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent. Extra heavy, 30 per cent.

LITTLE FIRMER TONE IN CORRUGATED SHEETS

Montreal.

Although trade in corrugated sheets is now quieter with the first appearance of winter weather, there is a slightly improved market tone owing to the stronger tendency in sheets through higher spelter prices. This tendency is looked upon as a factor which will steady the market at least when quieter trade has a tendency to weaken the situation. Stocks are in fair shape, although there is said to be some difficulty in securing heavier gauges of flat sheets. List prices and unchanged discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

ADVANCED QUOTATIONS ON HACK SAW BLADES

Montreal.

An increase of from five to ten per cent. is made in quotations on all lengths of hack saw blades.

SLIGHT EASING IN SOIL PIPE MARKET

Montreal.

Manufacturers in describing the undertone of soil pipe and fittings refer to a slight easing in the market due to the weakening in pig iron prices, and a slackening in demand for the finished product. Trade has continued fairly ac-

tive up until the past week or so, but the colder weather has brought about a slower movement. The future price trend of these products will largely depend on further developments in the market for raw materials, and a local producer stated that any further decline in pig iron would in all probability mean a recession in soil pipe and fittings.

SOIL PIPE—

2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

FUTURE TREND OF IRON SOMEWHAT UNCERTAIN

Montreal.

With general business in iron and steel easing up as the season advances there appears to be more likelihood of a weaker tone in the market. Certain distributors have pointed to existing levels as being very representative of replacement costs, and a steady tone was anticipated. However, pig iron displaying a weaker tendency would seem to indicate a softening tone in finished products. On the other hand distributors of products from mills to the south state that what little construction work is under way is demanding supplies sufficiently to tax present stocks, and shipments are slow. This would naturally tend to strengthen the market, but whether or not this call for supplies will continue for any length of time is considered problematic. No change is made in local prices and following are present quotations:

IRON AND STEEL—

Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

WEAKENING IN METALS AFFECTS LEAD PRODUCTS

Montreal.

Tin and spelter on primary metal markets are somewhat easier with a sharp decline in prices recorded during the past week. Although there is little trace of continued weakness in either market, the fact that both metals are not on their former high levels has caused a little softer tone in lead and zinc products, especially zinc sheets and solders. These lines have been very firm in recent weeks, but a steady market tone is now presented. Unchanged price levels are the following:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

ENTERING QUIETER PERIOD FOR TROUGH AND PIPE

Montreal.

The brisk movement of eavestrough and conductor pipe noted in previous weeks is apparently drawing to a close with the approach of winter weather. Manufacturers however state that trade this fall has been well up to expectations and the season has extended over a longer period than usual. Current quotations are unchanged at the following list prices and discounts:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in., $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70 per cent.

CONDUCTOR PIPE—Round, Plain and Corrugated. per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in., $29.60; 5 in, $40.00; 6 in, $49.00; 6 in., $49.00.

Discount 70 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz.
2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in., $29.00.

Discount 60 per cent.

SHEET MILLS ANNOUNCE UNCHANGED PRICE LEVELS

Montreal.

Interest in the local sheet markets is now centered around the announcement made by the Steel Corporation that prices for the first quarter on galvanized, black and blue annealed sheets and tin plate will remain unchanged. Present price levels on tin plate are said to be firm but the decision covers all lines. Advices from England have also been received to the effect that quotations for spring on galvanized sheets will be slightly higher. These developments change the local situation but little, if any, although they tend to steady the market, according to local distributors. There is however a likelihood of slightly lower prices, especially on black sheets because of comparatively heavy stocks and a quieter period ahead.

With the last cargo of English sheets on the wharf few further shipments are expected from this source for some time owing to it being necessary to ship by rail. Importers, however, are of the opinion that the trade will be well looked after in view of the usual slackening in demand. The higher levels of spelter on metal markets continues to be a prominent factor in the market for galvanized, and to some it appears that a firm undertone will be maintained. Average prices locally are unchanged as follows:

BLACK SHEETS—

10 gauge, base	4 00	4 25
12 gauge	4 10	4 35
14 gauge	4 20	4 45
16 gauge	4 30	4 55
18—20 gauge	4 55	4 80
22—24 gauge	4 60	4 85
26 gauge	4 65	4 90
28 gauge	4 75	5 10

GALVANIZED SHEETS—

Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	6 20	6 70
22 gauge	6 15	6 65
18—20 gauge	5 90	6 40
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 00	6 50
26 U. S. gauge	5 75	6 25
24 gauge	5 60	6 10
22 gauge	5 60	6 10
18—20 gauge	5 40	5 90
16 gauge	5 25	5 75

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

STILL GOOD TRADE IN RADIATORS AND BOILERS

Montreal.

Hot water and steam heating systems continue to attract interest, the later fall building activities contributing towards an active demand for these products. Although outside work is now checked owing to colder weather many buildings are advanced to the stage when progress can be made on the inside. Although pig iron is displaying an easier tone prices on boilers and radiators are described as steady with little change thought likely for the balance of the year at least. The good demand this season has greatly assisted towards maintaining a steady market tone. List prices and discount are the following:

RADIATORS AND BOILERS—

Radiator list prices are for 1, 2, 3, 4 and 5 column radiators, per sq. ft.

45 in., to 38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 4 in, $1.55; 13 in., 1.60. Discount 55 per cent. for hot water, and 56 per cent. for steam.

Wall radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05; Discount 52 per cent.

Boilers—Round hot water boilers, sizes from 0 to 10, 60 per cent. off list.

Square or sectional hot water or steam boilers, 15 in., 15 per cent.

Square or sectional water boilers, 19 in., to 36 in., 20 per cent.

Square or sectional steam boilers, 19 in., to 36 in., 17 per cent.

Ontario Government trimmings, 15 per cent.

Round steam boilers, standard trimmings, 28 per cent . Ontario Government trimmings, 25 per cent.

F.o.b. Montreal, Toronto, Guelph.

NEW HIGHER PRICES ON COTTON WASTES

Montreal.

Announcement is now made that effective from December 4 new higher quotations will rule on cotton wastes. It is understood that revised prices show an increase of from one to one and one-half cents per pound on the various grades. The undertone in the market for these products has been very firm, and as previously pointed out a revision has been expected at any time.

NO FURTHER CHANGE IN WROUGHT PIPE

Montreal.

No further change has been made in quotations on wrought iron and steel pipe since the revision a few weeks ago when list No. 57 was issued. Domestic manufacturers describe the undertone of the market as steady to firm and reports from American mills indicate that producers are still very busy supplying demand which has continued in satisfactory volume during the whole of this season. This factor is stated to be greatly assisting towards maintaining a firm market tone. Locally the call for this product is also continuing in fair seasonable proportions, especially in the smaller sizes.

TIN AND SPELTER REGISTER PRICE DECLINE

Montreal.

Ingot metal markets are reported to be continuing in a quieter state and certain metals have shown a sharp decline in prices, notably tin and zinc. This is not surprising in view of advances which were previously recorded, and a period of dullness is looked for during the next few weeks.

TIN.—Following a sharp decline in this metal the market is now steadier in tone. The immediate future is looked upon as hard to discern but it is thought that the market may be irregular with narrow fluctuations. This of course will depend to some extent on whether the U. S. A. still have very much to buy over the next few months. Local quotation 41 cents.

COPPER.—This metal remains quiet with New York quoted at about 14 cents for electro. London is slightly lower but this is chiefly owing to the advance in sterling exchange. December will probably be a quiet month and little change in price is expected. Local prices are unchanged at 17¾ cts. for electro, 17½ cts. for casting.

LEAD.—Lead has continued quite steady and the undertone is firm. The trust price in the U. S. A. has been advanced another 10 points, with demand continuing satisfactory. The English market is also firm and there is no surplus of supplies reported in that market. Locally this metal is steady at 7¾ to 8 cents.

SPELTER.—East St. Louis has recovered somewhat after showing a sharp decline last week which carried prices down one-half cent from previous levels. Production is increasing both in the U. S. A. and Europe and it is thought that this will have an effect on prices. At the same time there is no great surplus anywhere and this should offset any easier tendency through increased production. Quotation is firm at from 9¾ to 10 cents.

ANTIMONY.—Antimony is very dull both in the United States and locally with the market unchanged at 7½ cts. for high grade English and 7 cents for Chinese.

ALUMINUM.—There is a slightly firmer tone in this metal in the U. S. A. but little or no change is noted locally and quotations remain at 22 cents.

ANOTHER DECLINE IN PIG IRON QUOTATIONS

Toronto.

As outlined in former issues, pig iron continues on a weaker trend and the further recession foreshadowed in former market reports has materialized this week. The extent of the decline on domestic centres is $1.00 per ton, this revision bringing present levels to $32.80. The movement of pig iron quotations is interesting from viewpoint of production costs entering into numerous other manufactured products.

REVISED PRICES ON SMALL RAILWAY SPIKES

Toronto.

New price levels are issued this week on small railway spikes. The revised quotation is $4.75 base, f.o.b. Toronto, Montreal and Hamilton.

INCREASE NECKYOKES AND WHIFFLETREE PRICES

Toronto.

Following on the upward climb in axe and hammer handles, recorded in last week's issue of Hardware and Metal, quotations on whiffletrees, doubletrees and neckyokes have also been advanced ten per cent. This change brings net levels into effect where formerly a discount of ten per cent. was quoted.

PRUNING SHEAR PRICES TEN PER CENT. HIGHER

Toronto.

Prices on all makes of pruning shears have been advanced approximately ten per cent.

QUOTATIONS ON COTTON WASTES NOW ADVANCED

Toronto.

As outlined in former market reports, prices on cotton wastes are now advanced. The average increase is between one-half and one cent per pound. The revised levels are effective from December 4. Higher quotations now prevailing on materials from which cotton waste is made are given as the principal factor in making the advance, this also reflecting the recent climb of raw cotton prices. New prices are as follows:

COTTON WASTES—

Cream, polishing	$ 0.19
White, XXX	0.19
XX	0.17
X	0.16
XC	0.14½
XXX, extra	0.17
XX, grand	0.16
XLCR	0 15
X, Empire	0 13½
X press	0.12
Colored, No. 1	0.13½
No. 17	0.12½
No. 1A	0.11½
No. 1B	0.10½
Fancy	0.14
Lion	0.12½
Standard	0.11
Popular	0.09½
Keen	0.08

Toronto, Ont.

TORONTO, November 30.—Range boilers, cotton wastes, pruning shears, whiffle-trees and neckyokes comprise the list of current price increases. Other hardware market developments include revised levels on small railway spikes, while lower prices are recorded on pig iron and fuel oil. The initial fall of snow experienced this week stimulated the movement of many seasonable lines, including auto tire chains, snow shovels and sidewalk scrapers. Many of the stores are cultivating a Christmas appearance with special window displays of winter goods and gift suggestions.

FUEL OIL REDUCED ONE CENT PER GALLON

Toronto.

Fuel oil quotations have been reduced one cent per gallon this week. The new prices are listed below. This revision indicates the recent trend of the crude oil market which has been somewhat easier in primary centres, owing to greater production and heavier stocks on hand.

Gasoline also remains in a quiet state owing to the relatively smaller demand at this season and the viewpoint is expressed in some quarters that some further downward revisions may become apparent should the crude oil market continue to sag as the winter progresses.

Following are prevailing levels on fuel oil:

FUEL OIL—

In barrels, net per gallon	$ 0.10.8
In tank wagons	0.09.8
In tank cars	0.08.8

MORE INTEREST NOTED IN SKATE SUNDRIES

Toronto.

With the arrival of seasonable weather and the initial fall of snow, more interest is now displayed in skates, and hockey equipment generally, as well as other winter lines. Current quotations on skate sundries issued by the Canada Cycle & Motor Co., are as follows:

SKATE SUNDRIES—

	Doz. pair, list.
Tan Leather Skate Straps, 5/8 x 21	$ 3.50
Tan Leather Skate Straps, 5/8 x 30	4 70
Web Skate Straps, 5/8 x 21	2.64
Web Skate Straps, 5/8 x 30	3 50
Skate Laces, Rawhide 54"	2 88
Skate Bolts and Nuts, 1" and 1½"	.36

Emery Wheels for Grinding Skates—
6" dia. 1" wide, 5/8" hole, fine or coarse; 6" dia. 1" wide, 3/4" hole, fine or coarse; 6" dia. 1" wide, 1" hole, fine or coarse; Each, list, $3.90
Copper Rivets, 12 gauge, 5/8" 3/4" and 1" long, 10 gauge, 3/4" and 1" long, per lb., list, 84c.

UPWARD REVISION IN RANGE BOILER PRICES

Toronto.

Through a revision in the discounts, higher price levels are now in effect on range boilers. The revised quotations are list less 40 per cent. on the standard weight boiler and less 30 per cent. on the extra heavy. The former discounts were 45 and 35 respectively. This change reflects the firmer tone which has pervaded the market during recent weeks, the movement of range boilers also reaching fairly brisk proportions. Manufacturers point out that raw materials have advanced to a relatively greater extent than have quotations on the finished goods. The present condition of the market is described as firm at the new levels, which follow:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent; Extra heavy, 30 per cent.

"FAIR TO MIDDLING" TRADE IN SOIL PIPE

Toronto.

"Fair to middling" is the general expression of manufacturers and distributors of soil pipe when describing current market conditions. There is evident a seasonable demand for both soil pipe and fittings which measures up very well with previous records for this time of the year. Quotations remain unchanged. It is pointed out that prices on these products did not reflect the sudden climb of pig iron costs in the midsummer period, and thus no corresponding rise was recorded. Now that pig iron quotations are receding from the higher levels, therefore, this trend does not affect the soil pipe market at this time. Following are unchanged local discounts:

SOIL PIPE—
2 inch ..... Less 33 1-3 per cent.
3 inch ..... Less 33 1-3 per cent.
4-inch ..... Less 33 1-3 per cent.
5 and 6 inch ..... Less 33 1-3 per cent.
8 inch ..... net

FITTINGS—
2 to 6 inch fittings ..... Less 45 per cent.
8 inch fittings ..... net

NO CHANGES LOOKED FOR IN SHEET PRICES

Toronto.

Local distributors point out that the tone of the sheet markets should remain fairly firm all through the winter months, owing to the fact that shipments from producers are still somewhat delayed and bookings continue to be made a considerable period ahead. With the falling off in volume, however, trade in sheets has generally entered upon the moderate winter scale; therefore, the view is also held that some minor fluctuations may be recorded prior to spring recovery. Domestic quotations continue unchanged at the following levels:

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.
An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—

10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35

BLACK SHEETS—

18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

CAUTIOUS BUYING RULES IN IRON AND STEEL

Toronto.

Although buying of iron and steel is going along cautiously, the current demand is described as steady, with conditions and prices unchanged at present Outside of the colder weather and the customary quiet winter period, there is stated to be no factor developing that might have a tendency to upset the stability of the primary markets. There is said to be a shortage in some lines, principally due to poor delivery from U. S. mills, but this phase of the situation promises to have little betterment. Statistics on the production of iron and steel indicate that there has been a slight improvement in last month's production over that of the month preceding, and though the level is at the lowest in some years, the movement is upwards.

IRON AND STEEL—

Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

PIPE FITTINGS TRADE OF FAIR PROPORTIONS

Toronto.

There is still reported a fairly good movement of pipe fittings for this period of the year. Prices have remained unchanged at the steady basis evident during recent weeks. The tendency in wrought nipples and couplings is toward slightly higher levels in view of the recent advance in wrought piping, but no upward change is looked for in view of the fact that the relative extent of the increase was not considered sufficient to affect these lines. Prevailing discounts follow:

PIPE FITTINGS—

Cast iron fittings	27%
Plugs, case iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—
New piece list, adopted June 1, 1922.
Discount, Classes, A B and C, less 70 per cent.

QUIET SEASON FOR CORRUGATED SHEETS

Toronto.

Now that the quiet season has arrived for trade in corrugated sheets, much interest is attached to the relative market in flat sheets and the trend of prices in this direction. The announcement that no change is contemplated in flat sheets for the first quarter of 1923, indicates that the industry is on a more or less steady basis, with the probability that efforts will be made to maintain existing domestic levels. In corrugated, however, the weakness in certain gauges has passed on owing to lighter demand. An improvement is looked for in many quarters, as it is not-

ed that other galvanized products have recently been advanced in price. The general trend in the steel industry, however, is for current levels to be maintained by producers in the face of an easier tendency to basic materials.

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

MORE ACTIVITY EVIDENT IN BOILER TUBES

Toronto

A fair amount of activity is now generally evident in boiler tubes. The recent readjustment of prices indicated a firmer tone which has been followed by seasonal interest in tubes, especially for repair work. The prevailing trend bears out the earlier indications of distributors that a recovery in the market would probably develop at this time of the year. Following are average prevailing quotations:

BOILER TUBES—	Seamless	Lapweld
¾ inch	19 00	....
1 inch	20 00	....
1¼ inch	22 00	....
1½ inch	24 00	....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	21 50
2½ inch	27 00	23 50
3 inch	34 00	28 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	50 00	42 00

RECEDING TRADE IN BRASS AND COPPER

Toronto.

In copper and brass products there is not a great deal of business being recorded at this time of the year. The volume of activity in sheets, rods and tubing, however, is described as comparing well with current expectations. Manufactured brass goods, however, are stated to be in brisk demand. Prevailing quotations on semi-finished goods follow:

BRASS—	
Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22
COPPER—	
Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

TRADE SUBSIDES IN TROUGH AND PIPE

Toronto.

Current trading in eavestrough and conductor pipe is described as considerably quieter with the arrival of colder weather. The call for this class of material is now subsiding, due to the fact that building in general has practically reached the stage of completion. There is, of course, inside finishing work still going on, but the quiet session for such products as trough and piping is now commencing. Quotations remain unchanged at the following levels:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per 100 ft.
8 inch	$15 90	15 inch $28 80
10 inch	17 70	18 inch 36 80
12 inch	21 20	

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

Per 10 ft.	in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cen.

CONDUCTOR ELBOWS—	
Plain, round or round corrugated:	
2 inch, list	5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

TRADE REMAINS QUIET IN SCRAP MATERIALS

Toronto.

Current trading remains comparatively quiet in scrap materials. There has been some interest in scrap metals, however, red and yellow metal moving in a fair way, but not very actively. More inquiry is out for scrap iron and steel grades, but prices are without change.

The following are averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—	
Scrap Iron	
Heavy melting steel,	$11 00
Scrap pipe	6 00
Steel turnings	10 00
Malleable scrap	11 00
Rails, scrap	11 00
Net tons—	
No. 1 cast	18 00
Stove plate	14 00
Car Wheels, (std.)	16 00
Scrap Metals	
Heavy copper wire	11 00
Light copper	9 00
No. 1 composition	9 00
Red brass turnings	7 00
Light brass	3 50
Heavy yellow brass	5 00
Heavy lead	4 50
Tea lead	3 00
Scrap zinc	4 00
Scrap Rubber	
Boots and shoes	2 00 2 25
High rubber boots	1 25 1 50
Auto tires	0 25 0 50
Solid tires	0 60 1 00

TIN PLATE PRICES ON STEADY BASIS

Toronto.

The announcement by Steel Corporation interests that no changes are made in tin plate prices for the first quarter of 1923, is also one of the chief factors in the domestic tin plate market. Quotations have remained on a fairly firm basis throughout recent weeks, and with increased interest in these products, it is expected that current levels will likely hold for the balance of the period. More interest was attached to the quotations for the first quarter owing to the delay in stating these levels and also the rumors that some increases would come into effect. Bookings are made a considerable period ahead.

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

RAW MATERIALS STILL GOVERN PIPE MARKET

Toronto.

Conditions in the steel industry remain the controlling factor in the current pipe markets. Delivery of raw material is still a governing element which serves to maintain prices on a firm basis. Piping is also moving well for this time of the year, but chiefly on account of the close of the season, dealers are apparently not ordering for stock. Material still in demand, however, is notably several weeks behind in delivery, due to primary causes. List No. 57 remains in effect on domestic markets.

WROUGHT PIPE

Price List No. 57. November, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Galv.	Wrot. Blk.	Iron Galv.
⅛ in.	6.00	8.00	....	....
¼ in.	3.96	6.00	7.20	9.30
⅜ in.	3.96	6.00	7.20	9.30
½ in.	5.02	6.55	7.31	8.93
¾ in.	6.10	7.82	8.86	10.70
1 in.	8.67	11.22	12.75	15.47
1¼ in.	11.73	15.18	17.25	20.93
1½ in.	14.03	18.15	20.63	25.03
2 in.	18.87	24.42	27.75	33.67
2½ in.	29.84	38.61	....	....
3 in.	39.02	50.49	....	....
3½ in.	50.60	64.40	....	....
4 in.	59.95	76.30	....	....

Standard Lapweld Pipe S/C

Per 100 feet.

	Blk. Steel	Galv. Gen.	Blk. Wrot.	Galv. Iron
2 in.	22.20	27.75	31.08	37.00
2½ in.	32.76	41.54	46.80	56.16
3 in.	42.84	54.32	61.20	73.44
3½ in.	51.52	65.32	73.60	88.32
4 in.	61.04	77.39	87.20	104.64
4½ in.	71.12	90.17	1.07	1.27
5 in.	82.88	105.08	1.24	1.48
6 in.	1.08	1.36	1.61	1.92
7 in.	1.40	1.79	2.07	2.50
8L in.	1.48	1.88	2.18	2.63
9 in.	2 07	2.62	2.97	3.59
10L in.	1.92	2.43	2.82	3.39
10 in.	2.47	3.13	3.63	4.37

STEADIER TREND IN INGOT METAL PRICES

Toronto.

Prices on ingot metals have generally remained steady throughout the week, no special features being recorded. Antimony and aluminum, however, have gradually reached slightly higher levels, without any marked activity. Tin and spelter continue to fluctuate to some

extent, this movement being followed by moderate trading. A waiting attitude is again being adopted by consumers.

COPPER.—Prices on copper are without essential change this week. Domestic consumers are buying less, while southern centres record the fact that fewer orders for export are being taken. The steady increase in the production of this metal has evidently encouraged consumers to await further developments. Local quotations remain at the level of 17¼ cents.

TIN.—The fluctuations noted in this metal continue in primary markets. London has recovered somewhat from the weakness recorded last week. Domestic prices are practically unchanged, however, trading being described as moderate with stocks fairly ample. Local quotations hover around 41 cents.

LEAD.—The lead market remains strong with a fairly good demand recorded. The general tone has continued to gain strength, this upward trend being attributed to the large buying consumers. Quotations locally have remained on a steady basis, the present level being. $7.50.

SPELTER.—There is again a firmer tone in spelter, but little activity at present in evidence. The London market is slightly higher again, and the domestic trend is following outside influences. Local prices continue unchanged at $9.50.

ANTIMONY.—Demand for antimony continues slack and little trading during the balance of the year is looked for. Quotations on both primary and domestic centres have remained fairly steady. Local price is, however, slightly higher at $8.50.

ALUMINUM.—As outlined in a former report, prices for aluminum have gradually recorded an upward trend. This feature is the only new development in this metal. Local quotations have firmed up towards the level of 22 cents.

London, Ont.

LONDON, November 30.—Reports again show a good week's business in the hardware trade here. The colder weather and snow are moving many lines, including sleds, skates, snow shovels, auto chains, weather strip, ash sifters, and sidewalk scrapers. Prices this week are very firm without many changes.

LINSEED OIL HOLDS AT REVISED LEVEL

London, Ont.

Prices on linseed oil remain at the lower quotations noted last week. There is a fair seasonal sale being recorded. Existing levels follow:

LINSEED OIL—

	Raw Imperial Gal.	Boiled Gal.
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less Barrels, Add 15c. Gallon.

REVISED DISCOUNTS ON COTTER PINS

London, Ont.

Following the new list and discounts on cotter pins two weeks ago is the further announcement that discounts are again revised to 10 and 10 per cent. off list issued at that time.

STILL RECORD BRISK ACTIVITY IN NAILS

London, Ont.

Merchants report a brisk demand is still evident for nails. Prices are steady at the following levels:

NAILS—
Wire nails, base, $3.75 per keg.
Cut, do., base, $4.60 per keg.

BREAD MIXERS SHOW IMPROVED MOVEMENT

London, Ont.

Bread mixers are now selling well. Quotations on the Universal line are as follows: four-loaf, $33.85 per doz.; eight-loaf, $44.75 per dozen.

SEASONAL MOVEMENT IN LANTERNS AND GLOBES

London, Ont.

Tin lanterns and lantern globes are now selling in seasonal volume. Prices on these goods remain firm at the following levels:

TIN LANTERNS—
Short and long pattern, $9.20 doz.

LANTERN GLOBES—

	Doz.
1 dozen to case	1 25
3 dozen to case	1 15
6 dozen to case	1 05

SORTING ORDERS ARRIVE FOR ICE SKATES

London, Ont.

Fair sorting orders are now being received for ice skates. Quotations remain unchanged, the present price on the Starr line being list less 30 per cent.

IMPROVED CALL NOTED FOR WASHING MACHINES

London, Ont.

There is a slightly improved movement of washing machines noted during recent weeks. Quotations on these products are steady, the prevailing level being unchanged at list less 30 per cent.

CALL FOR BUILDERS' HARDWARE STILL PROCEEDS

London, Ont.

There is an excellent sale at present for roofings, building papers and all lines of builders' hardware. Prices on these lines are very firm.

TEN CENT REDUCTION IN TURPENTINE PRICE

London, Ont.

Local prices on turpentine have been reduced this week ten cents per gallon. This decline brings the following levels into effect:

TURPENTINE—
1 bbl. lots, $2.20 Imp. Gal.; 2 to 4 bbl. lots, $2.19 Imp. Gal.; 5 Gal. lots, $2.35 Imp. Gal.

HAND SLEIGHS ALSO IN SEASONAL CALL

London, Ont.

Hand sleighs are now moving well, since the arrival of seasonable weather. Prices on the Canadian Buffalo Sled Co.'s make remain at list less 30 per cent.

RENEWED INTEREST IN SNOW SHOVELS

London, Ont.

The initial fall of snow has renewed interest in snow shovels. Current quotations on these products follow:

SNOW SHOVELS—

	Dozen
Common Japanned	3 75
Prince or No. 20 Long Handle	5 50
Prince or No. 20 D Handle	6 75
King or No. 40 D Handle	7 50
Moose or No. 50 D Handle	9 35
Wood No. 76 D Handle	8 75
Wood, No. 77 D Handle	9 50
Galvanized No. 27 D Handle	10 25
Galvanized, No 28	12 25

GOOD SALE RECORDED FOR FURNACE SCOOPS

London, Ont.

There is a good sale reported at present for furnace scoops. Current price levels are given as follows:

FURNACE SCOOPS—

D Handle, Socket	5 75
Long Handle, Socket	5 75

SIDEWALK SCRAPERS IN SEASONAL ACTIVITY

London, Ont.

The fall of snow has resulted in brisk activity in sidewalk scrapers Prevailing quotations follow:

SIDEWALK SCRAPERS—

Fox, Light Socket	2 90 per doz.
Bull Dog, Heavy Socket	4 20 per doz.

MORE INTEREST SEEN IN WEATHER STRIP

London, Ont.

Weather strip is also attracting popular interest at this time. Quotations at present in effect are as follow:

WEATHER STRIP—
Frost King, $5.00 per doz. packages.
Wood and Felt, List Less 50/5%.
Bronze, 1¼"—$1.05 per carton; Bronze 1¼"—$1.12 per carton; Bronze 1½"—$1.15 per carton.
Carton contains weather strip for one door.

ASH SIFTERS IN SEASONAL MOVEMENT

London, Ont.

There is also a good sale at present being recorded for ash sifters. Prices on these goods remain unchanged, as follows:

ASH SIFTERS—

Common Wood Sides	Doz. 2 75
Banner, No. 2	Each 2 65
Banner, No. 3	Each 1 95

HOCKEY STICKS MOVE IN SEASONAL VOLUME

London, Ont.

Dealers this week report that hockey sticks are now moving in seasonal volume. Quotations on these products remain at the following levels:

HOCKEY STICKS—	Per Doz.
Boy's Red	2 00
Boy's White	2 85
Spalding No. 0	8 50
Munroe Professional	9 50

AUTO TIRE CHAINS IN POPULAR DEMAND

London, Ont.

With the arrival of snow and the colder weather, automobile tire chains are now numbered among the brisk selling lines. Prevailing quotations on Weed and Rid-O-Skid chains follow: 1 to 10 pair, list less 25 per cent.; 11 to 49 pair, list less 30 per cent.

LOWER PRICES QUOTED ON OIL STOVES

Winnipeg.

There has been a slight decline on Florence oil stoves with and without cabinets, also on the Famous line of oil heaters. Lines are quoted as follows:

OIL STOVES—	
Florence—Without cabinets—	
No 221	14 52
No. 321	17 74
No. 421	23 00
Cabinets for same—	
No. 221	5 52
No. 321	6 60
No. 421	7 72
Oil Heaters (Famous)—	
No. 880 NP	5 83
No. 880 DD	6 85

Winnipeg, Man.

WINNIPEG, November 30.—There are few price changes recorded on hardware commodities this week. The new lower booking prices on poultry netting feature current reductions. Cow chains and Florence oil stoves also show a slight decline. The trade reports a satisfactory volume of business passing for all lines of toys and other Christmas lines. Skates and hockey requirements are in good evidence. The turpentine market is reported firm and linseed oil is ruling steady. Orders for Spring delivery of paints are showing an improvement over last year. Business generally speaking is only fair, and collections are showing a slight improvement.

POULTRY NETTING AT LOWER QUOTATIONS

Winnipeg.

There has been a revision in quotations on poultry netting. Following are the new prices.

POULTRY NETTING—	
Lay Flat—	
2 x 24	3 06
2 x 30	3 60
2 x 36	4 28
2 x 48	5 58
2 x 60	6 58
2 x 72	7 87
Old Style—	
1 x 24	5 60
1 x 30	6 80
1 x 36	8 00
¾ x 24	8 40
Bantam—	
No. 1324	4 45
No. 1430	4 95
No. 1536	5 35
No. 1848	6 05
No. 2060	6 80
No. 2272	8 75

COW CHAINS SHOW SLIGHT REDUCTION

Winnipeg.

A slight reduction has been recorded on electric weld and Browns cow chains. Following are the latest quotations.

COW CHAINS—	
Electric Weld—	
No. 4/0	5 25
No. 3/0	4 40
No. 2/0	4 20
No. 1/0	3 90
Brown	
No. 4/0	5 25
No. 3/0	4 40
No. 2/0	4 20
No. 1/0	3 90
Three Chain	
No. 4/0	5 25
No. 3/0	4 40
No. 2/0	4 00
No. 1/0	3 90

LINSEED OIL PRICE DECLINES THREE CENTS

Winnipeg.

Linseed oil quotations are reduced this week three cents per gallon. This revision brings prices on raw to $1.17, and on boiled to $1.20 per gallon.

TOYS IN GOOD DEMAND FOR HOLIDAY TRADE

Winnipeg.

There is a good demand for all lines of toys for the Christmas trade, and manufacturers report that they are busy filling orders. Early indications in this direction are generally regarded as promising from a normal business viewpoint.

HEAVY BOOKING ON PAINTS FOR SPRING DELIVERY

Winnipeg.

Paint manufacturers report that orders for paint for spring delivery are showing an improvement over last year.

FIRM TONE CONTINUES IN TURPENTINE MARKET

Winnipeg.

The turpentine market is reported to be ruling firm. Locally there is a fair demand and quotations of $2.45 per gallon remain unchanged.

SKATES AND HOCKEY OUTFITS IN GOOD DEMAND

Winnipeg.

Dealers report that the demand for skates and other various hockey requirements is showing an improvement.

Hamilton, Ont.

Holiday Trade Daily Becoming Stronger With Assistance of Seasonable Weather

HAMILTON, November 30.—Holiday buying is daily becoming stronger, and the current demand for staples of all kinds is consistently active. Price changes during the week were smaller in number, when compared with the changes which have been made during the past month or more. Jobbers report exceptionally fair advance orders for spring merchandise, especially for wire goods and garden implements. Based on this factor, it is said that such indications point toward an intensely active spring hardware trade.

It is also pointed out that while the recent fine weather served to restrict sales of certain winter lines to some extent, yet it also assisted in keeping up the movement of builders' hardware, roofings, and kindred products used in construction and repair work. With a touch of winter now having been generally experienced, renewed interest is apparent in seasonable goods and holiday displays. Gift specialties are receiving marked attention.

Merchants state that a flurry of snow has helped out immediate buying, especially on such goods where more activity might have been experienced during the past week or two. It is stated that this brisker business has made a marked difference in the sorting orders received by wholesalers. Winter sporting goods are moving in good volume. Skating and hockey outfits are being given a prominent display place. Hardware stores are also making more of a feature than usual of winter motor accessories, these products being included in the group of gift hardware suggestions.

Current trade in the paint department has declined in volume, but business is described as better than usual at this time of the year. Much of this trade is in small paint sundries for interior work. In their retail advertising, merchants are also drawing attention to the various inside jobs which can be done by the householder, and paint departments generally are reflecting this style of activity.

Dealing with primary market developments on corn and household brooms, a Hamilton manufacturer remarked as follows:

"In 1921 the broom manufacturers

paid from $75 to $125 per ton for broom corn. This year the price started at $125 per ton, for the poorest grade of corn, and reaches all the way to $300 for the higher quality. Nothing is now obtainable of any quality at a lower price than $230 per ton, and as this is the greatest cost entering into this line, on raw material, it explains fully the reason for the advance in prices on the finished article.

"The only consolation in this, is that broom corn is raised by farmers located in the Western States, who are getting a very fair return for their crop for this year. We only wish the farmers in Western Canada were on a similar basis, which would mean greater prosperity for them than they are enjoying at the present time."

Outside painting is now finished, and painters state that this year there has been more painting done by householders than in any former year since 1914. Dealers report that white lead, oil and paint sales have been very good, both to the painters and the householders. There is every indication of a good volume of business in coach and carriage paint during the winter months, for the automobile painting trade.

The volume of production of steel shows constant improvement. There is, however, some tendency among consumers to look for further price concessions in view of the decline in pig iron and weakening in semi-finished steel. Heavy railroad demands, active building construction and buying of requirements for early 1923 by automobile manufacturers, are among the factors which indicate continued activity. The higher rate of production now being experienced is due to pressure of accumulated orders.

Calgary, Alta.

Holiday Goods on Prominent Display in Alberta Retail Hardware Stores

CALGARY, November 30.—Christmas goods are prominently on display in the retail hardware stores, which have taken on quite a holiday appearance. Pre-Xmas sales are being advertised, stressing the early shopping slogan. A feature of the advertising is the prominence given to prices. Merchants feel that competition for Xmas trade will be keen, and that they have a canny public to cater to, who are prepared to shop for holiday needs, and who will be keen for receiving value for money spent. Xmas displays indicate to some extent the wider range of stocks carried by the hardware merchant today as compared to a few years ago, when lines were almost confined to cutlery, silverware and a few odd sundries. Electrical goods are now an established line, while mechanical and educational toys, children's vehicles, and a rounded-out sporting goods line, evidence the growth of the hardware store as a Xmas store.

A return of exceptionally mild weather has had a slackening effect on business, both among the retailers and jobbers, and immediate buying is under that of last week. This condition is noticeable even among the coal towns where orders are not nearly sufficient to handle the average output, which is being curtailed to actual orders received. Early in the season a coal shortage looked possible, even probable, but the extremely mild weather throughout Western Canada has enabled the mines to catch up, and further production awaits cold weather.

Market changes are scanned closely by buyers to get a line on anything that may affect values for early spring business. The sharp upward trend on heavy commodities during August and September were supported by conditions that some feel have been overcome and are expecting heavy goods to ease off to something like last spring's figures. In the meantime bookings are conservative and quantity buying will not be resumed until the present condition either establishes itself, or breaks to lower figures.

Edmonton jobbers have been busy making final shipments to the northern trading posts and report a satisfactory season in trading supplies.

Prices have been issued on galvanized poultry netting for spring shipment at roughly 10 per cent. reduction under prices current through the past season. Bookings so far indicate that stocks in retailers' hands are low and that careful thought is being given to the assortment and quantities placed. Prices now current for shipment out of Calgary, Edmonton and Lethbridge on layflat and hexagon styles follow: 2 in. mesh, 24 in.—3.30; 30 in.—3.90; 36 in.—4.65; 48 in.—6.05; 60 in.— 7.15; 72 in.—8.55. 1 in. mesh, 24 in.—5.95; 30 in.—7.20; 36 in.—8.45. ¾ in. mesh, 24 in.—8.75.

Agricultural tool handles are also being booked for spring shipment at prices now prevailing. The past season was a very heavy one on this line, due no doubt to the high prices for new tools, and the inclination to make repairs where possible.

An advance of roughly three cents a pound has gone through on solder, following advances in the primary markets on the raw materials. Market indications have lead the heavy users of this commodity to expect stiffer prices, and a movement to cover up has been evident during the past month. Quotations at Calgary, Edmonton and Lethbridge are now, on strictly 30.25; on wiping 28.25; on wire solder 37.25 per 100 lbs. with one cent added for broken lots.

New net prices are issued on Climax bake pans, under prices recently issued. The change makes following current at Calgary, Edmonton and Lethbridge: No. 1—1.89; No. 2—2.01; No. 3—2.70; No. 4—3.68; No. 5—4.17.

Advice has been received of a 10 per cent. advance on galvanized range boilers. The usual fall overhauling of heating plants, and the finishing of new houses has provided a very good activity on this line over the last couple of months. Stocks are now low in expectation of the slacker winter season.

Jobbers are booking bamboo binder whips for next season's trade at a substantial reduction under last season's prices: the standard whip being reduced from 4.50 to 3.75 per dozen.

Minor changes are noted in the builders' hardware list, and covering such lines as padlocks, wrought steel butts, plated butts, light and heavy strap and tee hinges in cartons, hasps and staples, wrought staples, door pulls, barrel bolts, cellar window bolts, chest handles and shelf brackets.

Vancouver, B. C.

Good Prospects for Active Holiday Trade in Coast Hardware Circles

VANCOUVER, November 30.—Interest in the hardware trade on the coast this week is centering around preparations for the Christmas trade, which is expected to exceed all previous records. This statement is based on the fact that labor is more generally employed than in any of the last three or four years and although the buying has been of average proportions up to date, the prospects are said to be good for active holiday buying. Stores are featuring special lines for gift purposes.

The volume of sales is continuing good for November as compared with last year, dealers remarking that the month will show a comfortable margin over 1921. Orders are well distributed over the province with the usual exception of the Okanagan, where an official statement indicates that the apple crop would be ten per cent. greater than the former high record established last year.

There is a steady demand for heating

appliances, stoves and ranges and while there are the usual inducements of easy terms by the week or month, one retail merchant adopted premium on ranges. For one day only, the first five buyers of these stoves were offered credit slips to the value of $7.50 each, to be used in the purchase of any line handled in the store:—the goods to be purchased simultaneously with the stove.

There is no marked volume of activity in the paint section of the trade, due to the damp season, but the trade is concentrating on interior paints, varnishes and floor waxes.

No trade failures are evident on the coast this week with no further indications of financial difficulties in the retail end.

St. John, N. B.

Hardware Trade in St. John Indicates the Approach of Christmas Activity

ST. JOHN, N. B., November 30.—The hardware stores in this city are beginning to experience Christmas activity, and dealers report that sales are gradually increasing, although buying has not become in any way heavy, but judging by the large number of visitors to the stores, hardwaremen feel that the chances are good for a brisk Christmas business. After experiencing a few days of stormy weather, with two or three snowstorms, the weather has now become settled, with everything in favor of the shoppers. The snow had the effect of boosting the sale of framers, sleighs and sleds, but the sale of skates has not yet commenced in volume. Electrical supplies are receiving a good deal of attention, owing to the fact that the local power company has put into effect a lower scale of rates, to be adopted at the first of the year, and also owing to the fact that the city of St. John has contracted for hydro-developed current from the provincial government. Most of the houses that have been erected during the last year have been wired so that the occupants can make full use of electrical equipment in every room. The slippery streets have created a demand for toe calks, and many car and truck drivers have been purchasing chains. Some drivers have been compelled to buy chains in order to get home, after having started out, owing to the hilly nature of St. John's streets. Some of the dealers in automobile accessories took advantage of the condition of the streets, and made big displays of tire chains, pointing out the danger of being without non-skids. During the past week there has been no marked change in price. The following are some of the latest quotations to the trade:

Tire chains, Imperial, 30 x 3½—3.75; 31 x 4—4.10; 33 x 4—4.50; Dreadnought, 30 x 3½—6.00, 31 x 4—7.25, 32 x 3½—6.60, 32 x 4—7.50, 32 x 4½—8.75, 33 x4—7.75, 33 x 6½—9.00, 34 x 4—8.50, 34 x 4—8.50, 34 x 4½—9.25, 35 x 4½—9.75, 36 x 4½—10.75, 35 x 5—11.25 Discount 25% off list.

Super Dreadnought chains, 32 x 4½—13.50, 34 x 4½—14.25, 35 x 5—17.00. Discount 25% off list.

Dreadnought cross chains, 3½ in.—11.00 per 100; 4 in. — 12.00; 4½ in.—13.00; 5 in.—15.00. Super Dreadnought chains 4½—23.00; 5—26.00. All less 25%.

Flexible Flyers—1—4.15; 2—5.00; 3—5.75; 4—6.25.

Boys' Sleds 26 in.—5.20; 33 in.—6.75; 36 in. 7.25; 39 in.—9.80.

Pair Sleds 52—16.20; 54—24.30 61A—16.20; 61—24.30; 63-34.20.

Pittsburgh, U. S. A.

Crucial Period in Steel Industry Between Production and Consumption

PITTSBURGH, November 30.—Production of steel ingots is at a trifle above 40,000,000 gross tons a year, which was the rate in October. This represents an operation of the steel industry of between 75 and 80 per cent. of capacity. Production is at the highest rate since October, 1920.

In the past few weeks there have been numerous business reviews, from various sources, all suggesting that "business is going to be better." There has been such unanimity in these reports that the observer may easily be deluded. Presumably the average man does not wish to be deluded, but prefers to have the actual facts. There has been much talk in the past two years of "the business cycle," which has it that business improves for a time, stays good for a time, declines and then stays poor for a time. All these reviews say that business has been growing better, and then infer that it is going to continue growing better.

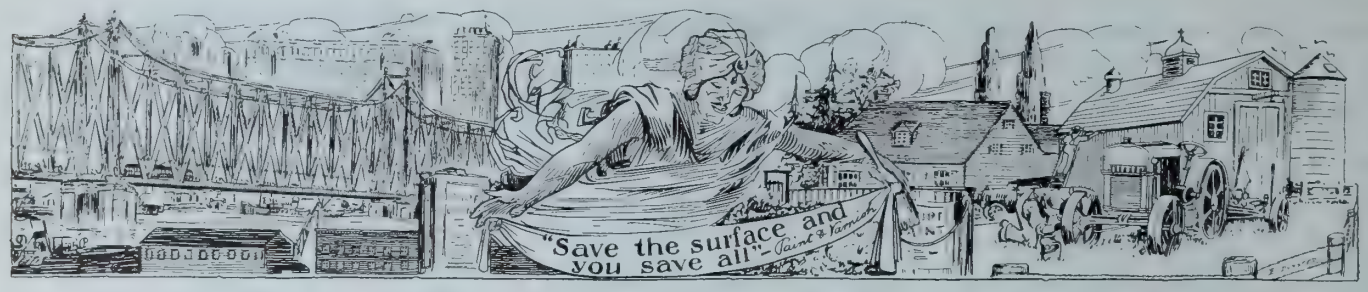
There has been a secondary inflation. At first the inflationary tendency was resisted strongly by the large and conservative banking and industrial interests, but when the United Mine Workers won their great victory last August, fastening upon the country a coal producing cost outrageously out of harmony with economic principles, this resistance was largely withdrawn, with idea that the inflation would perforce have to be allowed to run its course.

The question really is how much more of the course remains to be run? Already there are some observers who believe it is through. None can show that there are many more months. The business reviews infer that because business has been improving it is going to continue to improve, but that is no argument according to the business cycle principle or according to the fact that already there has been inflation. Steel production has been increasing since July, 1921, 18 months, which is rather a long time. Steel prices turned upward last March, eight months ago.

A very crucial fact, that should be kept prominently in mind, is that since October 1 steel production has been at a rate more than 15 per cent. above the average rate in the six months preceding, which period certainly began with no stocks, so that consumption could not have exceeded the production. Consumption now must, therefore, be more than 15 per cent. heavier in order to maintain a balance, and it is hard to expect this in view of the season of the year.

Markets are made by men as well as by materials, hence the psychology of the situation must be considered. The great coal strike was expected to interfere with production and men were disposed to buy as a safeguard. Now the coal strike is over, and the railroad congestion that was expected to follow has shown what it would amount to, the fears of buyers are removed, yielding to a feeling that one can get steel whenever he takes a notion to place an order. Sellers' market and buyers' market alternate. Capacity to produce steel increased since 1913 more than ability to buy steel, but great operating difficulties, practically unknown before the war, have intervened to prevent the full capacity being available for production, and on this account there has been more of a sellers' market than would otherwise have been the case.

November 23 the American Sheet & Tin Plate Company (Steel Corporation) made its long-awaited announcement as to prices. Contrary to expectations, very generally entertained four to six weeks ago, and to some expectations that still survived, there were no advances, former prices being continued throughout. The company's prices are: $4.75 for 100-pound coke tin plate, first quarter to jobbers, first half to manufacturing consumers; sheets for first quarter to all buyers; blue annealed, 2.50c; black, 3.35c; galvanized, 4.35c; automobile sheets, 4.70c.



Women Buy Winter Paint Specialties

Hardware Merchant Finds it Profitable to Link Up Paint Specialties for Interior Use With Housewares Sold to Women Customers —A Window Which Will Sell Plenty of Floor Finishes, Wax, Polishes, etc.—Music in the Paint Department

PAINT and varnish when featured with other household requirements have found a very ready sale with a Montreal merchant in recent years, in fact returns for the past season show that business in this department was just double that of last year. Situated in a down-town section of the city, and among a number of large departmental stores on the main thoroughfare, the custom of this store consists almost entirely of women and it is found necessary to specialize in household goods. Wares which sell best are such as a wide range of electrical goods, aluminumware and other kitchen utensils, the requirements of the laundry, household specialties, and the aforementioned paint, varnishes and sundries.

In line with other stores in the locality special sales are announced periodically, and these when well advertised bring in good results. Naturally when housewives read in the daily paper that the store is putting on a sale it immediately appeals to them because they know that the hardware store carries many lines which interest them. Although in direct competition with other larger retail establishments on practically all sides, it has been found that women will follow the advertisement when value is offered.

Paint Added Only Two Years Ago

It is only during the past two years that paint and varnish have been included in these appeals to women folk. Formerly only regular lines or household needs were offered, such as the fair sex usually purchase in a hardware store. It was not until after studying their demands that it was realized that paint and varnish, apart from sundries, were very often enquired for. A woman would enter and ask for some article advertised. When she had purchased this she would very often make enquiries about refinishing the interior of her home.

When asked if it was found necessary to reduce prices to the extent that very little profit could be realized, the reply was as follows: "We are convinced that price is more or less a secondary consideration, providing they are asked to pay only fair values. The majority of women have a good idea what a can of paint or varnish should sell for, and if the prices quoted in our advertising are around that figure the publicity will do the rest. Of course, a few cents less than regular prices is attractive, and we always announce a slight reduction, but we have never yet sacrificed to the extent that we must suffer. To establish a profitable store from a service standpoint is really the most important factor to consider."

Moving Paint Department to Front

Plans are now being considered to move the paint and varnish department nearer the front, bringing it to a position where it will command attention. At the present time it is well to the rear, and display is given certain lines on tables placed in front of the shelving. When a certain kind of paint or varnish is advertised it is brought into prominence in this way, but it is thought that a complete view of the department to all who enter the store would be much more effective.



The housewife is ready to buy paint

At this time of the year, window displays should be changed more frequently than at any other time, because the variety of products to be sold, and that should be given prominence in the windows of every dealer, are so numerous that to keep a window display in without changing it for over a week means that some mighty profitable items are going to be slighted, and that sales possibilities are going to be overlooked.

Market for Floor Finishes

Have dealers ever stopped to realize the market for floor wax, crack filler and weighted brushes that is being developed by the phonograph people? The big note of their advertising is danc-



SERVICE



CONFIDENCE



FAIR DEALING



The Paint on a Pedestal

Free During the Week Starting Today!

IT HAS been spoken of by our Competitors; by large Social bodies; Home Owners, and other Consumers of Paint, as one of the most beautiful and interesting works of commercial art ever produced.

Its name is "Home Color Harmonies" and will be sent, on receipt of his request, to any Hardware Merchant who sells Paint.

Our reason for making this offer is to place in the hands of the Trade a specimen of the kind and quality of the service we are rendering to build consumer interest and good-will in our Institution and Products.

It significantly illustrates the "High Standard" way of doing things.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL.

If interested tear out this page and place with letters to be answered.

ing, and dancing is not very enjoyable on floors that are rough and uneven.

The Paint Department is about the only place in town where are sold, regularly, all the necessary implements for getting floors in shape for this indoor amusement, and the painter-dealer knows just what needs to be done to any floor to get it in good condition.

One of the most successful window displays that could be created would be for the dealer to fill up his window with floor wax, both paste and powdered, together with floor varnish to be used as an undercoating, sandpaper and steel wool to remove the rough spots of the wool, and a weighted brush to get the desired polish, liberally decorated with window cards and counter cards, and above all a sign, reading: "We can tell you how to easily fix your floors for dancing."

Add to this an electrically operated machine, borrowed from the local phonograph dealer, together with a few of the latest dance records, and by using one of the new repeating devices you could keep the instrument operating continuously. Music coming from a paint store would attract enough attention to make everyone stop, look and listen, and the Methodists notwithstanding, there would be a wave of house-party dancing that would mean profit to the dealer.

Linoleum Varnish

Linoleum varnish can be made a big seller at this time of the year. It is naturally a small can seller, a half-pint or a pint being sufficient for the average kitchen floor, but there is more profit in selling eight pint cans and eight brushes than in selling a gallon and only one brush. It is this that makes the sale of specialties profitable.

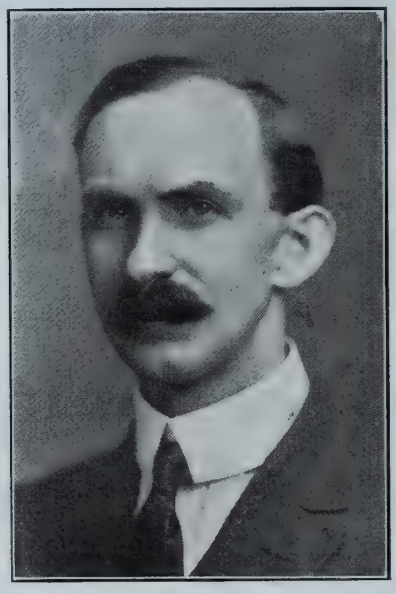
Another outlet for the specialties is your neighboring stores. Dry goods, department and general merchandise stores constantly have need of paints, varnishes, calsomines and flat wall paints, and if you have a dry goods store that has a good window trimming staff, you will find it is constantly using these materials in the preparation of its window trims. Merchants who realize the value of their windows keep the floors in perfect condition, the walls and backgrounds are constantly being repainted so as to show off the merchandise to the best advantage.

CANADIAN PAINT MAN GOES TO BUFFALO

W. G. Andrews recently assumed the duties of assistant resident manager at the Buffalo office, Pratt & Lambert Inc. Mr. Andrews' former experience as superintendent of the Bridgeburg, Ontario, plants and his work in various other executive capacities will doubtless prove valuable to him in his new position. Mr. Andrews is the son of W. H. Andrews, chairman of the board, Pratt & Lambert Inc., and is himself one of the directors of the company.

Benjamin Moore & Co. to Expand Business

AT the recent annual meeting of Benjamin Moore & Co., West Toronto, Frederick Moore was elected vice-president and general manager. W. A. A. Chown was elected secretary and treasurer. Application is to be made for an increase in the capital stock of the company from $250,000 to $500,000. Mr. Frederick Moore, the new vice-president, states that the company has had a most satisfactory year, is showing splendid growth and that there is an exceptionally bright outlook for the future.



FREDERICK MOORE
Elected vice-president and general manager of Benjamin Moore & Co., Toronto.



W. A. A. CHOWN
Elected secretary and treasurer of Benjamin Moore & Co., Toronto.

Canadian Tells of Boston Varnish Convention

Plants Manufacturing Luxuries and Semi-Luxuries Now Running on Full Time, Says Hardwareman—Compliments to Canadian Save the Surface Campaign

DISCUSSING the convention of the Boston Varnish Co., in Boston, Mass., as reported in a recent issue of Hardware and Metal, C. H. S. Bamford, sales manager of The J. H. Ashdown Hardware Co., Ltd., Winnipeg, who was in attendance, pointed out that the convention was a huge success, being well organized and well carried out.

J. B. Lord, president of the company, delivered the address of welcome and employing his happy faculty of encouraging friendship, all present were soon in complete harmony. The splendid keynote struck by Mr. Lord was carried on by H. A. Hall, treasurer, who carefully revieved prices showing that the trend was toward higher levels but that the company would not increase prices until actually forced to do so. He was followed by Walter A. Putnam, vice-president, who is in charge of the industrial dep't. of the company. He is in close touch with manufacturers of luxuries and semi-luxuries such as pianos, phonographs, furniture, automobiles, etc. Mr. Putnam pointed out that a few months ago many of these plants were either closed or running on short time while to-day they were running on full time, in many cases night and day. Mr. Putnam claimed his department was a business barometer and that it indicated a wonderful revival in business all over the country.

Mr. Putnam was followed by Charles H. Tewksbury, vice-president and manager of the Chicago branch. His remarks covered twenty-five years in the company's history and bristled with choice bits of advice to both jobbers and salesmen. His address aroused wonderful enthusiasm and put everyone in the right mood to repair to the personal application clinic where aprons were donned and the various products dissected. This clinic was held daily during the convention and every product investigated fully.

C. A. Dana Redmond, advertising manager, spoke on "Kyanize advertising—its aims and ideals," outlining the company's advertising plans for the com-

(Continued on page 50)



Brushes bearing this Trade Mark are

Made in Canada

TORONTO



In the Rubberset Toronto Factory is found every facility and device for the manufacture of brushes by our original process of "setting bristles in hard vulcanized rubber so that they can't come out." Here skilled workmen fashion brushes which bear the trade mark "Rubberset"—the accepted standard of the world.

GRAVENHURST



The Rubberset Factory at Gravenhurst is devoted entirely to the manufacture of the wooden parts used in the manufacture of Rubberset Brushes in Canada and the United States.

The Gravenhurst factory is fully equipped in men and machinery to maintain the exacting Standards of manufacture of Rubberset Brushes for every purpose.

THE RUBBERSET COMPANY LIMITED

Factories: TORONTO & GRAVENHURST, ONT.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, November 30.—Price revisions in a downward direction are made on both turpentine and linseed oil on the local paint markets this week. The softer tone which developed in the former product last week has continued in the South, where prices record a substantial decline. This tendency however is only considered a temporary condition owing to a slackening in demand, and the undertone of turpentine is still quite firm. As pointed out in past reports the linseed oil market for future has been displaying an easier tendency, and this is further evidenced this week by a reduction in spot prices, a further reduction for December shipments, and quotations slightly lower for the opening months of next year. The reason for this, as outlined, is that heavier shipments of seed from the North-West are expected as the months pass, with a continued improvement in transportation facilities.

A very firm tone is displayed in the market for white lead in oil, and although it was decided two weeks ago to make no change in prices, and to extend the booking dates until March 31 next, there is a feeling locally that higher prices will be announced in the near future. At least future prices on this product will be again considered at an early date, and unless raw materials display a decidedly easier tendency advanced prices are not unlikely. The shellac market, while quiet, is slightly improved in primary circles, although locally little or no change is recorded.

TURPENTINE QUOTATIONS FIVE CENTS LOWER

Montreal.

Following a slump in the turpentine market in the South local quotations are reduced five cents per gallon in all quarters. There is still a slight variation among distributors and it was stated by one firm who are quoting slightly higher than others that their quotations might be further reduced in the very near future, thus bringing prices on a uniform level. In Southern primary centres demand has fallen off considerably during recent weeks, thus the present weakening. Importers, however, are quite firm in their ideas and state that the present softer tone will only be of temporary duration as the undertone of the market is firm. New receipts are limited, with little hope of any improvement as a good percentage of the past crop has already been marketed. Stocks locally are still of only moderate proportions, with demand seasonably quiet. Following are revised prices:

TURPENTINE—		
1 barrel lots	2 10	2 15
2 to 4 barrel lots, per gal.....	2 08	2 13
Broken lots	2 20	2 25

CONTINUED EASING IN LINSEED OIL MARKET

Montreal.

A softer tone continues in the linseed oil market owing to weakness being displayed in flax seed, and this week spot quotations are reduced two cents per gallon while December shipments show a further reduction of the same amount. This brings prices from December 1, to $1.04 per gallon for raw oil, and $1.06 for boiled in one barrel lots. As pointed out in the previous reports the future market has been the one showing weakness, and prices for the opening months of next year, announced two weeks ago, were considerably lower than market values for immediate delivery. From present indications it appears that a lower market may be expected during the ensuing months when this year's crop will be felt. Up to the present time usual quantities from the season's yield have not reached here owing to transportation difficulties. Revised quotations are the following:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 04	1 06
5 to 9 bbl. lots, per gal.	0 99	1 01

Less quantities, add ten cents per gallon.

MAY STILL BE HIGHER PRICES ON WHITE LEAD

Montreal.

Although the announcement was made two weeks ago that quotations on white lead in oil would remain unchanged, and the booking date was extended until March 31 next year, there is still likelihood of higher prices in the near future, according to local corroders. "The undertone of the lead market is in such a firm position that we feel a revision in an upward direction must be made," said one producer to Hardware and Metal. It is intimated that the question of future price levels will be thoroughly studied again at an early date unless a reverse trend in the undertone of the market is evident through a weakening in raw matrials.

UNDERTONE OF SHELLAC MARKET IS FIRMER

Montreal.

There has been no further change made in local quotations on shellac, and the wide variation in prices among distributors still exists. At primary centres there has been an improvement in the market and prices are described as firmer. Although fluctuations may occur, a firm outlook is presented in this product, more interest on the part of buyers now being apparent.

SHELLAC—	White	Orange
In barrels	4 25—5 05	3 75—4 55
5 gallon jugs	4 25—5 15	3 75—4 65
1 gallon jugs	4 55—5 25	4 05—4 75

Toronto

TORONTO, November 30.—Spring bookings for paint, varnishes and paint products are reported to be coming along nicely. Manufacturers and distributors are already exhibiting enthusiasm over the prospects for next year's business, expecting it to surpass in volume the records for the present or any other year.

Price changes this week centre around the reduction of ten cents per gallon in turpentine. This development is chiefly attributed to easier markets now evident in the southern producing fields, a factor brought about by lack of export trade. This condition is expected to show an improvement, however, with the arrival of the New Year when fresh commitments are looked for. No fundamental change has taken place in the undertone of this product.

White lead in oil continues to exhibit a firm trend, and while the booking date was recently extended at unchanged price levels, the general impression prevails that some upward revision is quite possible in the near future owing to the climb of raw materials.

TURPENTINE PRICE DROPS TEN CENTS PER GALLON

Toronto.

In conjunction with the easier tone which has crept into the turpentine market, local quotations on this product are reduced ten cents per gallon this week. The development in this direction brings average levels to $2.20 per gallon, although it is noted that this is somewhat higher than the prices prevailing on eastern markets. One result of the current change, however, is the fact that the wide range formerly noted in local quotations has now practically disappeared. The easier levels in southern primary centres are ascribed to a lack of export trade at this season, a condition which

(Continued on page 50)



No. 22A. POTATO POT.

VERIBEST ALUMINUM WARE MADE IN CANADA



No. 90. TEA POT.

Make it a "*Veribest*" Christmas

The hardware store is where the practical man and the members of his family go for "gifts of utility."
What more practical and sensible gift than a "Veribest" Aluminum Roastpan, Tea Kettle, Tea Pot, Casserole, or Double Boiler.
Veribest utensils come to you packed neatly in holly-covered cartons. Thus they suggest themselves as very appropriate gifts.



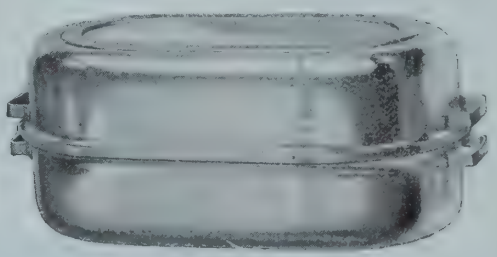
No. 75. CEREAL COOKER.

Place Your Order Now

You make a nice margin of profit on each individual piece of "Veribest" aluminumware. And most women want a whole set when they find how bright, light, durable and attractive aluminum utensils are.

VERIBEST

Aluminum Co., of Canada
TORONTO, ONT.



No. 42. OVAL ROASTER.

Show the Goods—and Boost!

Advice to Maple Leaf Dealers—and others.

ONE of the standard tenets of merchandising is—"goods well displayed are half sold."

Make some one member of the Maple Leaf line a prominent feature in your salesroom. Place it where it will be an outstanding feature and you will be surprised at the business it will bring to you.



Maple Leaf stoves and ranges are pleasing in appearance. They are made on honor and they are priced right. Every time you sell a "Maple Leaf" you are making a new lifelong friend — besides which you are also making money.

If you have not the latest price list with this leading line of heat making machines—ask us for it.

Maple Leaf Thatsit The newest in Quebec style of ranges. 6-hole top with an undertop heat control that makes all six holes available and efficient. Large side oven 14 x 20 x 11½ with balanced spring type drop door, friction catch, non-heating handle and thermometer—beside many other modern appliances. Can be fitted with either hot water boiler or copper reservoir. With or without warming closet. Feature the "Thatsit."

Manufactured Exclusively by

BEACH FOUNDRY, LIMITED

HEAD OFFICE:
OTTAWA, CANADA
Branches in Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered.

TORONTO

(Continued from page 48)

is expected to improve in the New Year. It is stated that the fluctuations now evident do not indicate any improvement in the available supply of turpentine, nor any fundamental weakness at production quarters. Stocks, however, are showing a slight improvement, while the domestic call for turpentine at this time of the year remains moderate. Revised prices follow:

TURPENTINE—

1 barrel lots	2 20
2 to 4 barrel lots	2 19
5 gallon lots	2 35

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

LINSEED OIL PRICES NOW MORE UNIFORM

Toronto.

Linseed oil quotations remain generally unchanged on the local market, although it is noted that flax seed is again slightly easier. It is pointed out, however, that the current demand for cake and meal is quiet and this condition serves to maintain prevailing oil prices to some extent. The reduction announced last week has been generally followed and this change practically eliminates the wide range of quotations which has formerly been noted on the local market, especially during the past few weeks.

LINSEED OIL—

	Per gallon Raw	Per Gallon Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	[illegible]	[illegible]
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

CURRENT PAINT TRADE UP TO EXPECTATIONS

Toronto.

The proportion of current business in the paint industry as a whole is being looked upon as satisfactory. This activity, while naturally falling away during the quiet period, is considered as holding up very well considering existing weather conditions. The receipt of spring bookings is conducive to a steady business in paint manufacturing and distributing circles, while retail reports indicate a fair volume of demand for indoor varnishes and paint products.

ANTI-FREEZE PRICES FOR CURRENT SEASON

Toronto.

The following are the prevailing local prices on anti-freeze:

ANTI-FREEZE—

In five gallon cans, per gallon	0 75
In one gallon lots	1 00
Cans extra.	
Anti-Freeze for diluting purposes	2 50

ACTIVE DEMAND STILL RECORDED IN PUTTY

Toronto.

Putty continues in active demand, distributors recording a seasonal movement throughout recent weeks in conjunction with window glass sales. It is stated that the present activity compares well with former records for this time of the year. Prices remain unchanged at the following levels:

PUTTY—

	Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls.		$3 70	$3 95	$4 20
100-lb. drums		4 20	4 45	4 70
25-lb. irons		4 45	4 70	4 95
Bladders in bbls.		5 45	5 70	5 95
Do., less quantities		5 70	5 95	6 20
1-lb. tins		10 45	10 70	10 95

Pure Linseed Oil Putty, $1.25 per 100 lbs advance over above prices for similar quantities

WHITE LEAD IN OIL REFLECTS STRONG TONE

Toronto.

The seasonal movement of white lead in oil has been so marked this year, that it is stated in some quarters that the carry over to next year will be relatively small. Stocks on hand are described as low, and with raw materials continuing on a firm trend, quotations are undoubtedly considered on a firm basis.

WHITE LEAD IN OIL—

In five gallon lots $12.70 per cwt.
In one ton lots, $13.45 per cwt.
In less quantities, $13.80 per cwt.

May Be Higher Prices for Insecticides

OWING to the recent advance of raw materials, such as arsenic and lead, the possibility of insecticides being somewhat higher in price next season is receiving attention in certain quarters. It is pointed out that arsenic is already advanced over last year's level and arsenate of lead has been increased accordingly in outside markets. Another factor of importance, however, when dealing with insecticides, is the prevalence of absence of bugs and pests of this class. Therefore the quantity of insecticides required is usually a governing principle, although it is also admitted that quotations are likely to be somewhat higher.

A large manufacturer of insecticides sums up the current market situation and the prospects for next season as follows:

"It is difficult to be definite about the insecticide business at this time. It is true, however, that most raw materials entering into the manufacture of different insecticides are higher in price, and it is likely, therefore, that the tendency for the coming season will be towards higher values in the manufactured product.

"The question of price, however, is not the prime factor entering into the insecticide market. The insecticide business is either a feast or a famine due to the fact that if potato bugs, apple tree pests and other eating worms and insects are plentiful there is invariably a heavy demand for insecticides, but if, through a severe winter which kills the eggs, there are few or no insect pests in the succeeding spring, it is then impossible to sell any large quantity of insecticides no matter how low the price may be fixed."

Canada's Trade With United States In Paint and Varnish

Canada's exports of linseed and flaxseed into the United States in the month of August were as follows:—Quebec and Ontario, 38,257 bushels, valued at $78,395; from prairie provinces, 1,364 bushels, valued at $2,794. Exports of linseed oil from the United States to Canada in that month were as follows:—Quebec and Ontario, 11,328 lbs., valued at $1,281; to prairie provinces, 3,938 lbs.; to British Columbia and Yukon, 970 lbs. Imports into the United States of paint, varnish, etc., from Canada in that month were valued at $7,331.

EXPORT TRADE IN PAINT

The Brandram-Henderson Co., Ltd., are receiving encouraging business from South America and the West Indies, which countries they have been working for some time past. During the past summer months they have sent special representatives to South Africa, Cuba, China and the Argentine. In South Africa and China their special representatives have just arrived and it is a little early to show results, but from the former country they have already received cabled orders for considerable tonnage of white lead since their representative arrived. George Henderson, the president, is at present in England and is said to have secured some nice business from this country.

CANADIAN TELLS OF BOSTON VARNISH CONVENTION

(Continued from page 46)

ing year. He was followed by F. Bray, who spoke on the newspaper and its function for the paint manufacturer. E. E. Tobey, factory superintendent, visualized the manufacture of the goods from raw material to finished product. Arthur M. East, business manager of the Save the Surface campaign in the United States, gave the salient features of the campaign. Mr. East paid many compliments to the Canadian Save the Surface campaign which he said, had originated numerous fine ideas. H. B. Winne, sales manager, and many of the salesmen also gave talks on salesmanship and kindred subjects.

The entertainment side of the convention was splendid, according to Mr. Bamford, including a theatre night, dinner and vaudeville show at the Boston City Club, and a concluding dinner at a country club just out of Boston at which Mr. Bamford proposed a toast to Mr. Lord and his fellow workers.



Self Lubricating Aero Clothes-line Pulleys

The deep V-shape friction groove accommodates various diameters of clothes lines. The space between the groove and guard allows knots to pass.

The weather-proofing treatment repels moisture—hence no freezing. Being of treated wood it lubricates itself—is noiseless and smooth working—there is never any rust. Made in two sizes, 2¾" and 6".

The price encourages sales.

THE AERO MFG. CO. Limited - Lennoxville, Que.

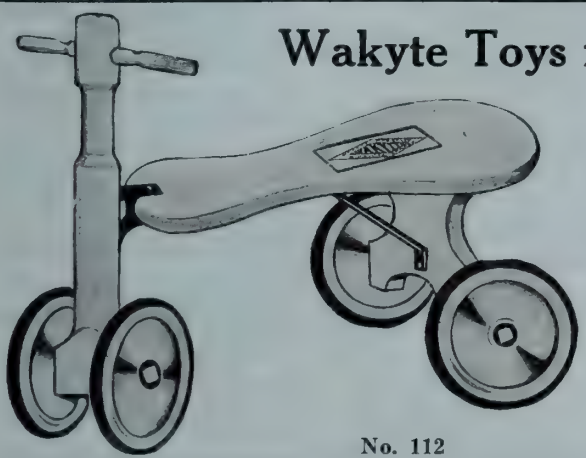
Western Agents: H. L. PERRY CO., LTD., Winnipeg

Good Profits — Repeat Sales

LACO TUNGSTEN AND NITRO LAMPS

Quality Goods — Service

Wakyte Toys for the Christmas Trade



No. 112

Where the name "Wakyte" appears there is Perfection of Workmanship

We manufacture Buster Cars, Pony Cars, Shoofly Rockers, Wheelbarrows, etc., and have made it our business to see that the best possible service is given for the money expended.

The Wakyte Buster Car illustrated, is equipped with four pressed steel disc wheels and rubber tires. The body is artistically finished in Canary Yellow-Enamel, wheels in Vermillion Enamel. Shipped three to a crate.

When writing us ask about the "Comfort" Weather strip made in Quarter Cut Oak. Set consists of two pieces 7 ft. and two pieces 3 ft. long.

Where Quality and Price count the "Comfort" Weather Strip must appeal to all Buyers.

S. H. Whyte Mfg. Co., Limited

Winnipeg Manitoba

1921 BEATEN

The popularity of the Banner Ash Sifter is so great that we have already shipped out more this Fall than all last Fall and Winter, and last year was a good one. The No. 2 is the great seller—not too small or not too large.



Order From Your Jobber Or

The Burrowes Mfg.Co.

TORONTO



Ice Harvesting Tools

For Farmers, Dairymen, Etc.

Ice Ploughs, Ice Saws, Ice Tongs, Bars, Hooks, Axes, etc.

Write for Our Catalogue

ROBERT DONALDSON & SONS

70 St. Henry Street Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck ... 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent. on American lists.

American empty shells, plus 15 per cent. on American lists.

American Metallic Cartridges, (American List.)

Rim fire ball cartridges, less 2½ per cent.

Centre fire blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs. Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.

DUKE ...

½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.		11 00	12 00
Hunters axes, doz.		9 50	11 00
Single bits, doz.		13 00	17 50
Double bits, doz.		19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application. Prices range from 10c. to 5c. per lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each	0 39

"Reliable" Ignition, 2½x6 in.

Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 ea.	0 37½

F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, per lb $1.60.

Cut lace leather, Anglo-Canadian, per lb., $1.45.

Canvas belting, 65 per cent. off. F. O. B. Montreal.

BITS, AUGER

Standard	List	Prices per dozen
3-16	$6 00	18-16 $12 00
4-16	5 00	19-16 14 00
5-16	5 00	20-16 14 00
6-16	5 00	21-16 16 00
7-16	5 00	22-16 16 00
8-16	5 00	23-16 18 00
9-16	6 00	24-16 18 00
10-16	6 00	25-16 21 00
11-16	7 00	26-16 21 00
12-16	7 00	27 16 24 00
13-16	8 25	28-16 24 00
14-16	8 25	29-16 24 00
15-16	9 50	30-16 27 00
16-16	9 50	31-16 30 00
17-16	12 00	32-16 30 00

Discounts from Standard List

Gilmour auger bits ... 25%

Do. special ... 40/5%

Do., car bits ... 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car bits, net list.

Mephisto, electricians and expansive, plus 10 per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

Boards, Bake	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 00
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
mond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl S.M.P. Enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 40%

Extra heavy, 30 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter 40 per cent.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, No.'s 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%) ... 30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55%.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Sleigh shoe bolts, all sizes, 25%.

Bolt ends, 35%.

Coach and lag screws, 45%.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square. Blank, off net list, $1.00. Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon. Blank, off net list, $0.50. Tapped, net list.

BORAX

Lump crystal, borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS	Base
Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS	Wrought Steel—
No. 840	**Less 12½%**
No. 800	**Net**
No. 838	Less 12½%
No. 808	**add 10%**
No. 804	**Less 17½%**
No. 802	Net
No. 810	**add 25%**
No. 814	**add 25%**

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel	$3 63
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz., Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$19 20
T. F., No. 2	20 40

COBBLER SETS

Economic, T. F., doz. sets $11 25

COIL CHAIN

	Fireweld Proof	B. B.	B. B.
⅜ inch	13 20	$15 40	
7-16 inch	11 30	13 30	
½ inch	10 20	12 40	
9-16 inch	10 70	12 90	
⅝ inch	10 30	12 55	
¾ inch	9 95	12 20	
⅞ inch	9 60	11 80	
1 inch	9 25	11 45	

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal.

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent.

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—	Mont. Base	Toronto. Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00 Toronto, $8.00; London, $8.25.

Durability-Service-Economy



These three features make Davidson's "Frost River" Refrigerators easily saleable. These are the features that the woman who buys for the home inquires about.

"How long will it last?"

"Will it keep the food in proper condition?"

"Does it take much ice to keep it thoroughly chilled?"

The construction of the "Frost River" is galvanized sheet steel with galvanized steel ice container and white enameled food chamber and drip cup. This and its insulation ensure a perfectly sanitary constructed refrigerator.

Actual tests have proved that ice lasts longer and the food chamber keeps cooler in a

Frost River

and this is what your customers want.

The best finish and decoration, together with the most approved minor accessories make the "Frost River" the one refrigerator you can place on your floor and sell with the full knowledge that your customers will be satisfied.

Write for illustrated booklet to-day.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office: Montreal

Toronto **Winnipeg** **Calgary** **Vancouver**

DAVIDSON

If interested, tear out this page and place with letters to be answered

DAMPERS—Stove Pipe — Doz
7 inch ... $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.05; 4" $1.25; 5" $1.30; 6" $1.45; 7" $1.80; 8" $2.45.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—

Blacksmiths', List	½ in. 2½ in. shank List each.		
⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank ... 57½%
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
K. F. and Arcade ... 60%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60%
Globe ... 60%
Nicholson ... 35|5%
Black Diamond ... 35|5%
Delta Files ... 20%
Firth Files ... 50%
K. & F. horse rasps ... 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922.
Classes A, B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight — Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	$9 60
For 17" Axle	10 20
For 19" Axle	12 30
Ball Bearing	16 80

HALTERS, ROPE

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs., cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs., and over ... $15 00
Masons, 2-3½ lbs. ... 23 00
5 lbs., and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs., and over ... 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, less 10%; hay fork, hoe rake, shovel and manure fork, 10 per cent. off standard lists. Whiffletrees, double-trees and neckyokes net list; wood rakes, net list; horse pokes, net list.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	13 75
Do., No. 1	15 30
Do., No. 2	16 25
Stearns, 4"	12 40
Do., 5"	16 60
Perfect, No. 1	18 75
New Milo	12 50
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, each, net, $7.50
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind — Doz. sets

Clark's No. 1	1 90
Do., No. 3	2 50

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set ... 1 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee Pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. ... 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60
Featherweight "X-L" steel	0-04 8.75 all sizes.	
Special-counter-sunk	1-4 9 25 all sizes	

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	$1 95
Potts' nickel plated, per set	2.05
Pott's handles, japd. grs.	21 40
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29
F.o.b. Toronto, Hamilton, London.	
Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford

Fire ladders up to 32 ft. are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases ... $1 05 doz.
3 doz. cases ... $1 10 doz.
1 Doz. cases ... $1.25 doz.
Cold Blast, genuine ruby $5.25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 00
Do., No. 8	3 60

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	10 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Patriot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—
Cutter, doz. ... $ 9 75
Pick, doz. ... 9 75
F.O.B. Montreal.

MIXERS, BREAD—
Canuck—
No. 4, dozen ... $33 95
No. 8, dozen ... 44 90

Universal—
No. 4, dozen ... 36 00
No. 8, dozen ... 48 00

MOPS— Doz. Net.

Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Cary's "Self Tightening" Round Wire Box Strapping

This strapping is put up in reels of 5,000 feet each, or in bundles cut to special lengths. Made from a special soft coppered round wire in number 14, 15 and 17 gauges. Nails are to be driven between twisting points; the further in nail is driven, the tighter the strap is on the case. *Samples and dealers' discounts upon request.*

CARY MFG. CO. - Manhattan Bridge Plaza BROOKLYN, N. Y.

Manufacturers of Shippers' and Packers' Specialties--Send for Complete Catalogue.

May we quote you on

Monarch Brand NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

ST. JOHN, N.B.

Branch, Montreal

Western Representative:

H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.



"ST. LAWRENCE" Wooden Rim Enamelled Steel Bath.

"The Quality Steel Bath"

We have pleasure in presenting to the trade our "ST. LAWRENCE" Wooden Rim Enamelled Steel Bath, made of strong Galvanized Sheet. Best procurable Birch Rim. Full Height Cast Iron Legs. Nickel Plated Waste and Overflow with Chain and Plug.

The Leader in Quality & Finish

Large stock on hand. Shipment made promptly. Write us for further information and prices.

ADOLPHE HUOT, LTD.

63 Dalhousie St. Quebec, P.Q.

The Everlasting Veneer Toilet Seats



This is the strongest and cleanest toilet seat made. There are no cracks—made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.

These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.

Have you written for our prices?

CANADIAN VENEERING CO., INC.

ACTON VALE, QUE.

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c. over base.

Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.

Owen Sound or Collingwood, $3.75 base.

F.O.B. Montreal, $3.75 base.
Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c. per 100 lbs. over common nail prices. Finishing Nails, 50c. per 100 lbs. advance over common nail prices.

Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Monreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls:
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 20
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire:

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	7 15
48 inch, per roll	9 85
72 inch, per roll	11 25

Put up in rolls.

NIPPLES:

See Fittings.

OAKUM—	Per 100 lbs.
Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS	Toronto
Royalite, gal.	0 21
Gasoline, net. gal.	0 29
Above prices net.	Gallon.
Black oil, (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
Polarine, ex. heavy, list	1 25
List, less 15 per cent.	
Polarine. per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine, special heavy	1 00
List, less 25 per cent.	
Gargoyle Mobiloil A. E & Arctic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle, Mobiloil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER—	Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 75
Do., Surprise and Stag	0 80
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 95
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 80
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star & Scythe dry straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	4 00
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—	
In barrels, 250 lbs. per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 16
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar.	
Barrels (200 lbs. per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—		
Clay	Montreal	Toronto
5 to 6 lbs. doz.	$8 00	$8 25
6 to 7 lbs. doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES	Per case
5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs. box	1 40

F.o.b. Montreal and Toronto.

WROUGHT PIPE—

List No. 57. November, 1922.

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 40	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)	Plain	List
2 in., 10-ft. lengths, list		$18 40
3 in., in 10-ft. lengths, list		22 30
4 in., in 10-ft. lengths, list		29 60
5 in., in 10-ft. lengths, list		40 00
6 in., in 10-ft. lengths, list		49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., to 6 inch ...less 33 1-3 %.
8 in. ....net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... net
List of Oct. 1, 1907.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN	
King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN	
20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN	
IX, 20x28 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)	
IC, 14x20, 112 sheets	$11 50

POLISH (O-Cedar)	Doz.Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58, japanned	$ 3 70
No. 158, galvanized	3 95
No. 50, japanned	3 75
No. 159, galvanized	4 00

PUMPS—	Pitched Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list
F.O.B. St. Mary's Montreal, Toronto, Hamilton, London.

PUMPS, REDWING			
No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35 per cent. from standard list. (Special discount for larfge sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. Blacked and tinned, 47½ per cent.; iron burrs, 47½ per cent. off list on 200-lb. kegs.

Copperd rivets, net extras, 2c. per lb.

Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 2c on 1-lb. pkgs.

Rivets, ½ in. and larger $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.

Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.

Everlastic Multi-Shingles
4 shingles in one, per sq. 5 80

Everlastic red or green, mineral surface, sq. 36" wide 2 65
Do., 18 wide 3 10

Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.

Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand

Disston, D.8, 26 in., $31 25 doz.

SCALES

Champion .....List less 10%
4 lb., $5.30; 10 lb., $8.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

Renfrew Household	5 40

SCREWS—

Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		55%
Coach or lag screws		45%

SCREWS—Iron Bench

No. 12—1 in., $11.52; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14—1 in.. $12.15; 1⅛ in. $15.30; 1¼ in., $17.40.



MENDETS
A PATENT PATCH

Pots and Pans, that once were favorites with the housewife, are accumulating in your customers' cellars. A small leak, a tiny defect, has put them out of commission.

When you explain the simplicity, economy and effectiveness of Mendets these same housewives appreciate this means of salvaging the old favorite utensils.

Your Jobber has them

Collette Mfg. Company

Collingwood, Ont.

CAMPBELL'S VICTORY TUBE SKATES



A hand-made skate of the highest quality that will satisfy your customers who want the best.

Campbell's Victory Tube Skates are the result of years of experience in skate making, only the highest grade material being used. Every pair fully guaranteed.

Reasonable in price. Quick sales. Liberal profit for jobber and dealer.

Hockey, racing and pleasure models.

If your jobber cannot supply you, write direct to

HARLEY-DAVIDSON CYCLE CO.

498 Portage Ave. **Winnipeg**

Selecting the Material

Quality is the first thought when making

LONDON BAR IRON

All our material is carefully selected by experts who have spent the greater part of their lives at this work. That is one reason why Consumers are unanimous.

IT IS THE QUALITY THEY REQUIRE

Cold Tests Made on Our Ordinary Stock Bars

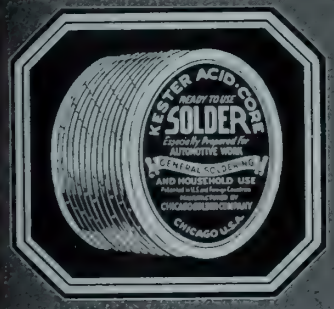


If You Want Good Quality Iron Send Your Orders to

LONDON ROLLING MILL CO., LTD.

LONDON, Canada

Selling Agents, Western Canada
Bissett & Webb, Winnipeg



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Acid Core WIRE SOLDER

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4201 Wrightwood Ave., CHICAGO, ILL.

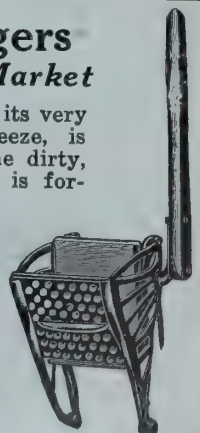
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FAUCETTE-HUSTON COMPANY
CHATTANOOGA, TENN.

LOUIS J. ZIESEL COMPANY
216 MARKET ST., SAN FRANCISCO, CAL.

White Mop Wringers
Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada**



WHITE MOP WRINGER CO.
OF CANADA
Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.

If interested tear out this page and place with letters to be answered.

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES
Cast Steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent. $17.00; 1 loop. $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast. No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES, (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES. Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl.... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal, net $7 25
Canadian Beauty, Reversible 4 65
Upright, with rack, net 5 00
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track, 1" x 3", per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 45
Giant, No. 1..... 3 20
Jump, No. 1 ..... 3 20
Hawley & Norton, No. 1 .... 4 75
Newhouse, No. 1 ..... 7 05
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ½ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0.53
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 . 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 75
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 05
No. 11 ..... 0 10
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.
Stovepipe Wire:
No. 18... .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.: Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	53	53	53
Draining Tools	53	53	53
Hollow Back Scoops	53	53	53
Sand Shovels	53	53	53
Hollow Back Shovels	53	53	53
Hollow Back Coal Shovels	53	53	53
Riveted Back Scoops	53	53	53
Miners' Spring Point Shovels ...	53	53	53

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools. No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.



"Never-Fail" Electric Incubator.



"Handy" Whitewash Sprayer.

Start the Year With Two Good Sellers

Poultry raisers start buying incubators and brooders with the new year. After careful study of Canadian requirements we are offering a new incubator and brooder (both thoroughly tested) that will enable you to make a strong appeal for this business.

"Never-Fail" Electric Brooders and Incubators

These machines are made in Canada to suit our climate. They carry no burden of duty. There are no fumes, smoke nor impure air. They give certain satisfaction. Approved by the Hydro Power Commission.

Handy Whitewash Sprayer

Appeals to poultry raisers because it keeps coops clean and sanitary. Good for barns, stable or outhouses, too. Stands by the side of the pail. Reaches all the cracks and corners.

Write for our illustrated folder of sure-selling, complete line of poultry and spraying equipment.

COLLINS NEVER-FAIL PRODUCTS, LIMITED

1322 Burlington Street East

HAMILTON -:- CANADA

SPECIAL NOTICE TO HARDWARE MEN

HARRIS HEAVY PRESSURE

Buy the 2-lb. Cake put up in separate cartons. —Just the size and form so often wanted



Handy Convenient and Indispensable for Retail Service Copper-coated

BEST BABBITT METAL for all Machinery—Can be secured from ALL JOBBERS

THE CANADA METAL COMPANY, LIMITED

Montreal Winnipeg
Vancouver Hamilton

TORONTO

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs. 5 lb packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

ANTI-FREEZE Per Gal.
In 5 gal. cans .. ..$ 0 75
In 1 gal. lots 1.00
Anti-freeze for diluting purposes $2 50

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Imp. green, 100 lb. kegs 16–19
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal 15 per cent.
Imported, less 7½ per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE.
Montreal and Toronto 50 and 10%

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	13 00	13 45
Champion, pure .. .	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.,
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs .....8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.

In Barrels, per gal.	0 60
Half-Barrels, per gal	0 65
5s and 10s. per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case..	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant, white, C. P. .....$ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co, pure white 4 05
C.P. Co. pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B.-H. Fresconette, white 3 55
B.-H. Fresconette, colors ... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. White 3 90
C. & A. Floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, foor 3 55
Crown Diamond, porch 3 55
Do., Flat wall tone, white 3 55
Do., colors 3 45
Dougall Re. Newett, white .. 3 85
Do., colors 3 70
Re. Newitt, porch and floor 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., House colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint . 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall. white 3 55
I.V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white 4 05
Do., H. S. Colors 3 70
Do., H. S. floor, hard drying 3 65
Do., H. S. Porch 3 70
Mellotone flat wall, white .. 3 60
Do., color 3 45
Jamieson's Crown Anchor .. 3 55
O.P.W. Can. Brand, white .. 3 95
O.P.W. Can. Brand colors .. 3 60
O.P.W. Can. Brand, floor... 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color ... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 65
Ramsay's Dulltone, white .. 3 55
Ramsay's Dull Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Williams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white... ... ... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products

Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,..	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00

Everjet Black Enamel—

Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
5 lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb..... 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb..... 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams . ..	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd. ..	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Crown and Anchor 3 00
Adelite. (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine, Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 4 00
Glidden Floorette 4 00
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No. No. 61..... 5 14
Jamieson's Copaline 4 10
M-S Marble-ite Floor..... 4 32
M-S Wood-Var 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 13
Scar-Not S.W... ... ... 4 76
Lowe Bros., durable floor... 4 30
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 80
Dougall Univarnish, clear .. 4 50
Dougall Transparent, spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg...	0 17
1 gal. packages, per pkg....	1 00
S. W. Aqualite, 100 lbs....	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 100 lbs.) White	Colors
5 lb. pkgs.		
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 60
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE—
Cream, polishing, 19c.
White, XXX, 19c; XX, 17c; X 16c; XC, 14½c; XXX extra, 17c; XX, grand, 16c.; XLCR, 15c.; X, empire, 13½c; X press 12c.
Colored—No. 1, 13½c; No. 17, 12½c; No. 1A, 11½c; No. 1B, 10½c; Fancy, 14c; Lion, 12½c; Standard, 11c; Popular, 9½c; Keen, 8c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax .....$	0 45
Berry Bros.	0 60
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal..	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls 2 50

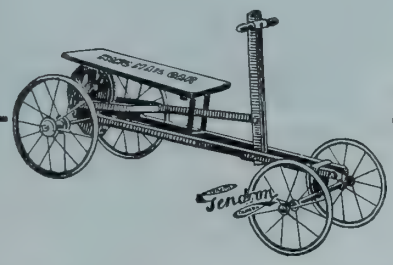
WOOD ALCOHOL Per gal.
In five gallons 1 50
Methylated Spirits 1 50

Here's a Line That Sells

TORONTO Gendron CANADA

No. 24 or 28 Rowing Waggon

Fine sturdy vehicles that will take a lot of hard knocks and bumps.



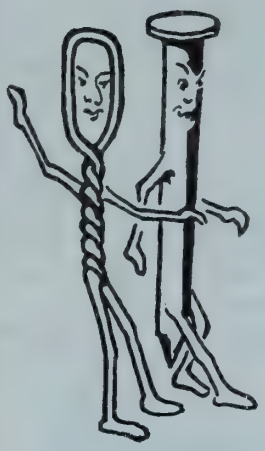
The turnover on these lines is limited only by the number of children in your district. Let us have your order on No. 24 or 28.

The Gendron Mfg. Co. Limited
14 Duchess Street .·. Toronto

Laidlaw Products

BT

"A Strong Personality"



"We possess an individuality, W. N., and we have no superiors in our line."

"That has always been my one constant desire, B. T., and we must keep our good reputation."

THE
LAIDLAW BALE TIE CO., LTD.
HAMILTON, CANADA
Be Specific---Say "Laidlaw Products"

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Do it with SMOOTH-ON



A Nationally Known and Nationally Advertised Product

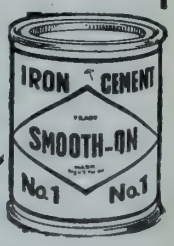
National publicity has built up a steady demand for Smooth-On. The housewife, home owner and motorist know of its diversified uses and repairing qualities.

Repairs leaks in kitchen utensils; also leaks, cracks and breaks in furnaces, pipe lines, boilers, automobile radiators, water jackets, etc. Makes lasting repairs—not temporary makeshifts.

Little sales talk is necessary to sell Smooth-On. Put in a stock of six-ounce cans—display the carton on your counter and watch sales grow.

Not a shelf warmer—a quick seller, known to thousands of satisfied users and backed by national advertising. You make a generous profit on every can sold.

Comes in 6-oz. cans, packed twelve to a carton ready to display on your counter. Also in 1 lb., 5 lb. and larger size tins.



THE CANADIAN ASBESTOS CO.

Dept. 53 L., 36-48 Youville Sq., Montreal, Que.

If your Supply House cannot supply you.—Write us.

If interested, tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Sort Shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$7 00
22 Short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush.			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44 40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30 30			144 50
303 Savage			144 50
303 British			190 00
32 40			121 50
32 Special			144 50
32 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
44/55			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 42½ per cent.
U. M. C. 42½ per cent off Dominion list.
Dominion Ammunition—Discount 42 and 20 per cent off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen	18/16	$12 00
3/16	$6 00	19	14 00
4	5 00	20	14 00
5	5 00	22	16 00
7	5 00	21	16 00
6	5 00	23	16 00
8	5 00	24	18 00
9	6 00	25	21 00
10	6 00	27	24 00
12	7 00	26	21 00
11	7 00	28	24 00
13	8 25	29	27 00
14	8 25	30	27 00
15	9 50	31	30 00
16	9 50		

Discount from standard list prices.
Irwin .....15% on list.
Common .....30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit		17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON
Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $9.50; machinery steel $8.00.
BARS, CROW, $9.00 per 100 lbs.

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10 per cent off list.
Extra, 30 per cent.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each $10 50

BOLTS
Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.
BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL, 21c. per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c. per lb.
Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 63

DRILLS
See Eastern List.
Bit Stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 50/10%
Uric gauge 50/10%

EAVESTROUGH
Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ... ... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES
Price of "single"
Per 100 lbs. ... ...$ 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs., and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices
Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in. $8.00; 12 in., $10.50.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17.50
Lightning $17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75, 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz

102	$ 1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL Per gal.

Raw	$ 1 17
Boiled	1 20

HINGES—Net prices.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade	9 60	10 25	10 00
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; cut f. o. b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

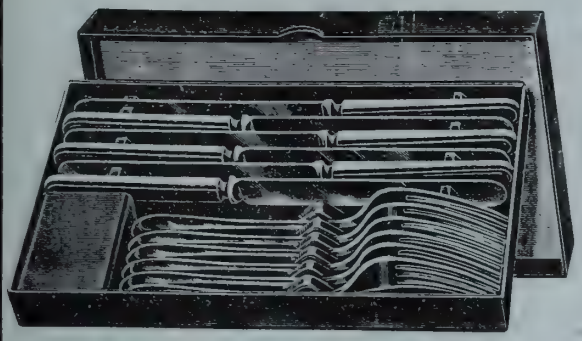
	MRM	Cape-Well	New Peerless
No. 4			7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada

CASE CUTLERY FOR CHRISTMAS TRADE



No. 358—Stainless Steel Knives and Forks.

Stainless Steel Knife and Fork Gift Sets
A popular line more seasonable than ever.

An ideal gift of half dozen each stainless knives and forks, table size, in an attractive box.

A stainless steel knife assortment consisting of one-half dozen dessert and one-half dozen table knives, celluloid handles, in neat gift case.



No. 330—Stainless Steel Knife Gift Set.

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED

Winnipeg Calgary Saskatoon Edmonton

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY—

1 in. mesh x 24 in.	$ 5 60
30 in.	6 80
36 in.	8 00

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 55½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 80
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel	6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER

	B & A Quire	Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent

SCYTHES— Doz.

Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D. H., Sqr. Pt. $12.25 per doz.; D.H., Rd., Pt. $12.25; L. H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D.H., Rd. Pt., $15.20; D.H., Sq. Pt, $15.20; L. H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each

Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.45 per gal.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 54
Cotton, 3-ply balls	0 58
Cotton, 4-ply cones	0 58
Cotton, 4-ply balls	0 62

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½ per cent. off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15 per cent. discount.

Stamped Ware, retinned, 40 and 7½ per cent. off.

Pieced Tinware, ordinary, list plus 37½ per cent.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Sheetiron Ware, list plus 25%.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Light Galvanized Pails, plus 15 per cent.

Tubs—

Light, plus 15 per cent.

Heavy, plus 15 per cent.

Pails and Tubs, plus 15 per cent.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50 per cent.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	1 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

WIRE CIOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William, Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

Always Ready	Dozen— Black, N P
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES Doz.

Regent	$69 00
New Era	76 50
Universal	49 50

"Why Paint Peels" *by G. B. Heckel*

"Paint that will not peel when it ought to peel, is not fit to paint with."

"Perhaps the chief cause for the peeling of paint is moisture. If there is moisture under the paint, it will eventually try to escape. If it escapes outward, it must either pass through the paint or push the paint off. If moisture will pass through the paint, from the wood into the air, it will also pass through the paint from the air into the wood. Since the principal purpose of painting wood is to keep the moisture out, paint that allows moisture to pass through, in either direction, is not fit to paint with."

G. B. Heckel talks straight and tells a lot of truth in "WHY PAINT PEELS." This book, and "A CATECHISM FOR VARNISH MEN" are amongst our dealer helps. Write us for them to-day.

"Save the surface and you save all" Paint & Varnish

The right kind of co-operation is one good reason for dealing with the Ottawa Paint Works—
a right margin of profit on your sales is another—
THE RIGHT PRODUCT is the most important of all.

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Ottawa Paint Works Limited

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For Shop, Home and Farm

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TOOLS





For the mechanic in his shop, for the farmer who makes his own repairs and for the man of the house who likes to "fix things," Trimo Tools give perfect satisfaction in every instance.

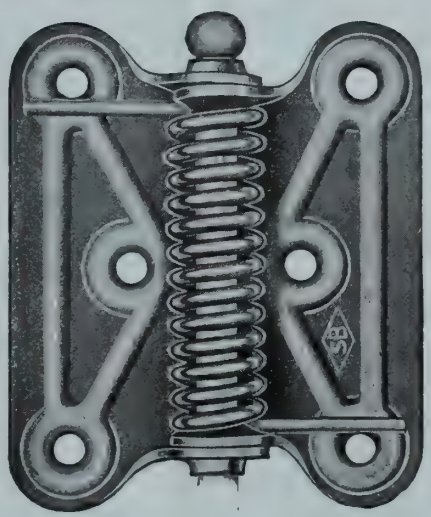
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Order from your jobber or write direct.

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ROXBURY (BOSTON), MASS.
MANUFACTURERS

Canadian Representatives
GEO. P. FRASER, 28 Temple Ave., Toronto



Made In Canada

No. 44

Ask Your Jobber

Order Now

Your orders for screen door hinges should be placed now — we manufacture during the winter — and specify No. 44, the hinge of rolled steel with the galvanized ball tip loose pin.

N. Slater Co., Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered

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Can Foundries and Forgings, Ltd., Brockville.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Georgian Bay Spring, Babbit Metal Co., Collingwood, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Gray Ball Bearing Co., Ltd., Toronto.

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Beatty Bros., Ltd., Fergus, Ont.

BARN DOOR HANGERS
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor Instrument Companies, Toronto, Ont.

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Sheet Metal Products Co., of Canada, Ltd., Toronto.

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St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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Laidlaw Batterie Co., Limited, Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

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Gutta Percha & Rubber Co., Ltd., Toronto.
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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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Lenk Mfg. Co., Boston, Mass.

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Stanley Works, The, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Western Wire & Nail Co., London, Ont.

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United Brassfounders & Engineers, Ltd., Manchester, Eng.

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Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada Ltd., The, Hamilton, Ont.

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The Russell Jennings Mfg. Co., Chester, Conn.
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Stanley Rule & Level Co., New Britain, Conn.
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BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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The Stanley Works, New Britain, Conn.

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Meakins & Sons, Ltd., Hamilton, Ont.
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Maxwells, Ltd., St. Marys' Ont.
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Standard Meter Co., Ltd., Toronto.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

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Pridgeport Hdwe. Co., Bridgeport, Conn.
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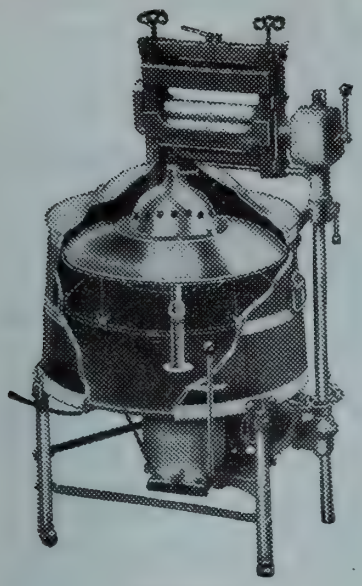
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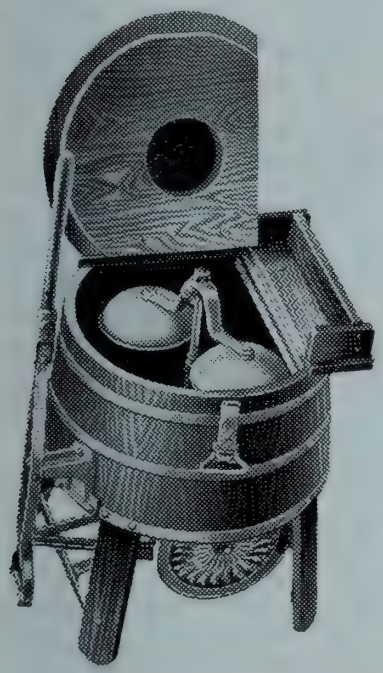
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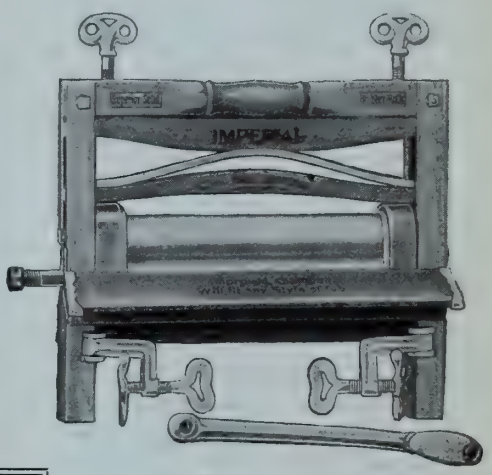
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FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T Wright Co., Limited, Hamiton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS, DROP
N. Slater Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited Hamilton, Ont.

FURNACES
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont

GALVANIZED IRON SHEETS
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Homilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg
E. T. Wright Co., Limited, Hamiton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A .Ramsay, Son & Co., Montreal, Que.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield. Mass

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg . Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
Samuel Trees & Co., Ltd., Toronto, Ont.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass. Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

THE BUYERS' GUIDE

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The British Empire Steel Corp, Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Aluminum Specialty Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ltd., Sheffield, Eng.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W Walker & Son, Ltd., Toronto, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont.

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standerd Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
Canadian Laco Lamps, Ltd., Toronto.
The Mikado Co., Toronto, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd. Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S.
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
The Sheet Metal Products Co., Ltd., of Canada, Toronto.
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, tLd., The Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKLE SIVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
Standard Meter Co., Ltd., Toronto

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

THE BUYERS' GUIDE

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
Walter Woods Ltd., Hamilton, Ont.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLE LINE HARDWARE
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers, & Bro., Ashland, Ohio.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont
Canada Wire & Iron Goods Co., Hamilton, Ont

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont
Hamilton Cotton Co., Ltd., Hamilton, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
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T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

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Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
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T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

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Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
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Smith & Hemenway Co., Inc, Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que

SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEET METAL STAMPING
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

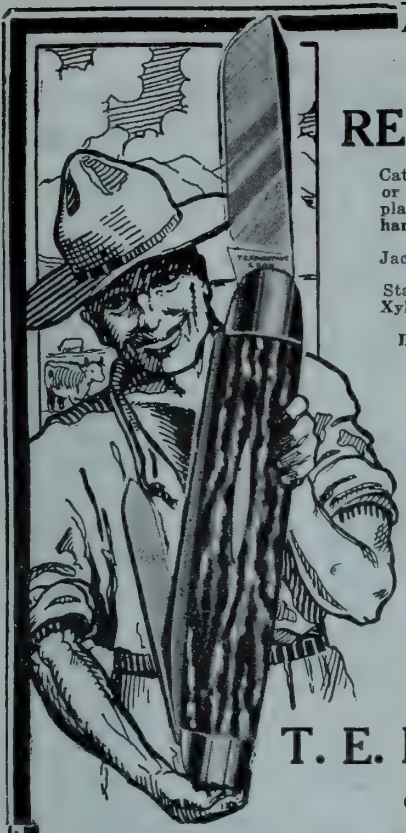
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
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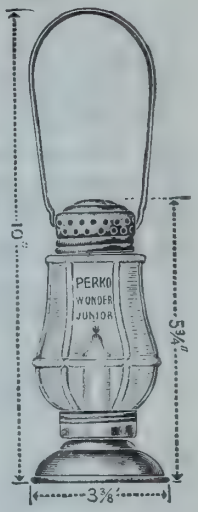
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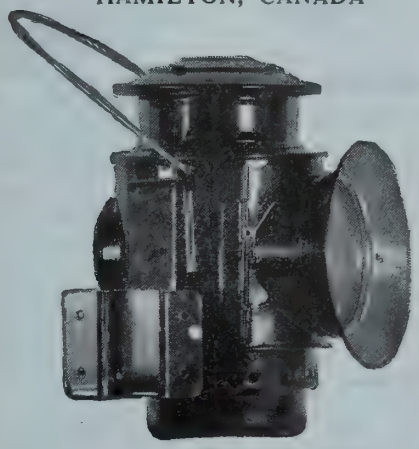
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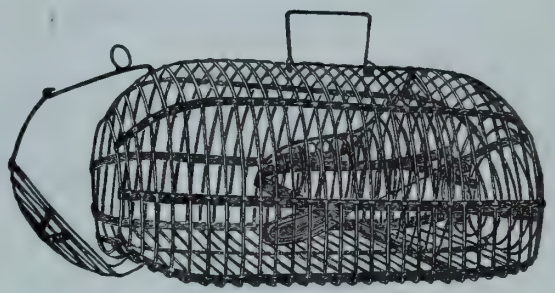
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Christopher Johnson & Co., Sheffield, England.
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Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.
SILVER-PLATED WARE
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Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SINKS
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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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SKI
The Northland Ski Mfg. Co., St. Paul, Minn.
SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.
SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.
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Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que.
SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.
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The Northland Ski Mfg. Co., St. Paul, Minn.
SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.
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J. H. Williams & Co., Ltd., St. Catharines, Ont.
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The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.
SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill
SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.
SOAP DISHES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.
SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto
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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.
SPORTING GOODS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.
The A. J. Reach Co., of Canada, Ltd., Brantford, Ont.
SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
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SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.
STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.
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A. Ramsay & Son Co., Ltd., Montreal.
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N. Slater Co., Ltd., Hamilton, Ont

STAPLES
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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.
STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.
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Dominion Sheet Metal Co., Ltd., Hamilton.
STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.
STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont
STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.
STRAPPING, BOX
The Cary Mfg. Co., Brooklyn, N. Y.
STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont
STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.
STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.
STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.
STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
E. T. Wright & Co., Ltd., Hamilton, Ont.
STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.
TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.
TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont
TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg Co., St. Paul, Minn
TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich
TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich
Standard Meter Co., Ltd., Toronto
TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.
TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.
TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOYS
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.
TRAMMEL POINTS
Stanley Works, New Britain, Conn.
TRAPS, RAT
The MacDonald Wire Goods Mfg. Co., Regd.,
TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.
TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.
TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
TURPENTINE
Brown Corp., Montreal.
TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.
VACUUM BOTTLES
Aluminum Specialty Co., Toronto.
Hurtubise, Limited, Montreal.
VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jenkins Bros., td., Montreal, Que.
VALVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.
VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.
WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.
WASHERS:—LOCK,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.
WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
N. Slater Mfg. Co., Ltd., Hamilton, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The Milwaukee, Wis

THE BUYERS' GUIDE

WASHING MACHINES, ELECTRIC, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilto.n
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B

WIRE, COPPER AND BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
The Gray Ball Bearing Co., Toronto, Ont.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGES
The White Mop Wringer Co., Fultonville, N. Y.

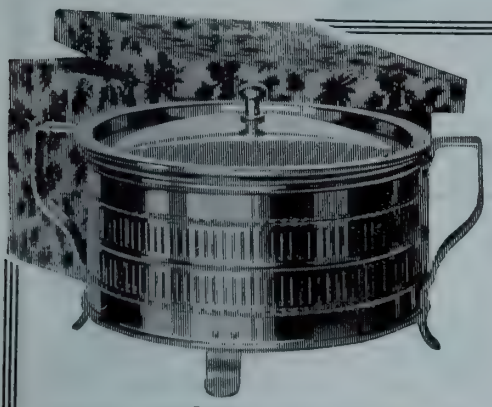
WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
J. H. Williams & Co., Ltd., St. Catharines, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

ZINC ORNAMENTS
McFarlane Douglas Co., Limited, Ottawa, Ont.



2 Qt. Casseroles

No. 5 Special Holiday Assortment Viko Aluminum Specialties

The illustrations show how the silvery Viko utensils are packed in special coloured boxes for the Xmas trade.

The No. 5 assortment consists of 14 particularly fast selling holiday "gifts" that will be bought for Xmas presents—and net you a 50% profit.

Consult our traveller or write in now for the particulars of this special assortment offer.



9 Cup Colonial Percolators

Hurtubise Limited

222 Notre Dame Street West Montreal



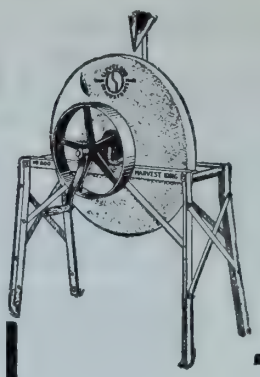
Saves High-priced Coal

Help your customers to keep down the coal bills—urge them to use weatherstrip around the windows and doors. It's the best investment they can make. "Frost King" is a weatherstrip that is well-known now — and it is known as efficient and reliable. Placed around windows and doors it will keep out the cold drafts and conserve the warmth in house. Made of felt — it is quick-selling, efficient and durable.

Order from your jobber

Frost King Weatherstrip Co.

Montreal, Que.



HARVEST KING GRINDSTONE

A dependable power grindstone that is probably the best known power grindstone in use to-day. Steel frame and heavy steel roller bearings. Equipped with "Cleveland" grindstones. Carried in stock by leading jobbers.

"77 Years of Grinding" A Booklet Free

Our abrasive department has issued a booklet describing the art and science of grinding and describing our artificial abrasives. A copy will be sent free to all who ask.

The Cleveland Stone Company
814 Union Bldg. Cleveland, Ohio

Grinding Wheels, Abrasive Articles and Grinding Machinery.

PNEUMATIC
WATER SUPPLY
SYSTEM

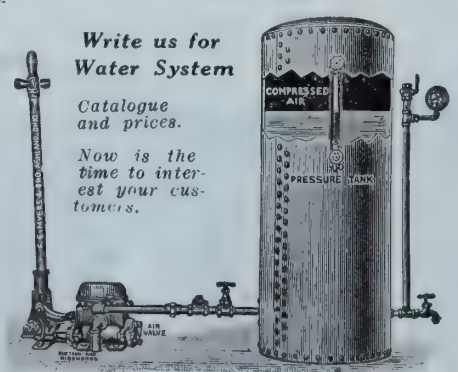
Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep. The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System

Catalogue and prices.

Now is the time to interest your customers.



THE STEEL TROUGH & MACHINE CO., LTD
TWEED, ONT., CANADA

Every Hardware Dealer



could at this time of the year sell a number of "Monitor" spirit blow lamps, small and efficient around the house or store, for that small soldering job, for that frozen water pipe, for those odd painting jobs that father has saved up for the winter, to burn the old paint off makes the new job look better. All you dealers have to do is to put one of these lamps on your counter, it will attract attention. Tell your customer that it is "British Made Throughout" by Parkinson, and the rest is easy. Write your jobber or our nearest agent and get full description and prices.

The Standard Meter Co. Limited
TORONTO, CANADA

Agents:

Manitoba and West—Frederic Sara & Co., Calgary, Alta.

Ontario and East—A. G. & A. L. Brown & Company, 207 St. James Street, Montreal, Que.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



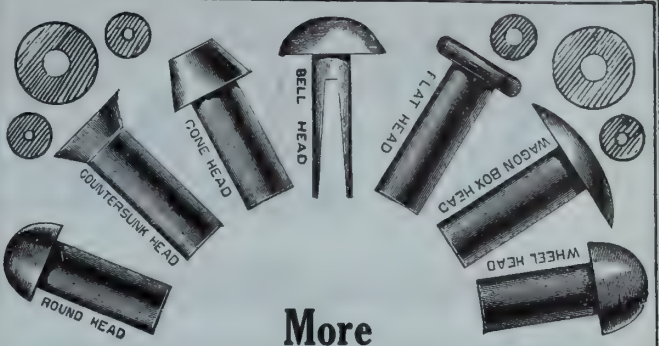
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO.

John R. Anderson, 36 Dixier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

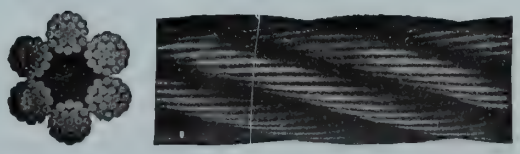
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



The Apex

ELECTRIC SUCTION CLEANER

Boost Apex Cleaners as Christmas gifts.

Shown in your windows or on your counters trimmed with holly and attractively tagged many profitable Apex sales can be made.

McDONALD & WILLSON
Limited

347 Yonge St. Tested and Approved by the Department of Household Engineering Good Housekeeping Institute Conducted by Good Housekeeping Magazine ©1920 C.M. **Toronto, Ont**

If interested tear out this page and place with letters to be answered

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

WANTED

WANTED—REPRESENTATIVE FOR WELL-known Sheffield manufacturer of high-grade cutlery, calling on Hardware importers and wholesale trade from Winnipeg West; must cover western Canada at least twice a year and carry full range of samples. Liberal commission basis; apply giving references and full particulars of present connections. Box 910, Hardware and Metal, Montreal.

WANTED FOR GOOD TOWN STORES, TWO clerks with three to five years' experience; must be good stock keepers. Opportunity for advancement to managers if prove competent. State experience and salary required and name references as to ability and character. Box 914, Hardware & Metal, Toronto.

WANTED—MAN CALLING ON ELECTRICAL and hardware trades in each province to handle special line with splendid possibilities. Commission basis. Box 926, Hardware and Metal, Toronto.

WE REQUIRE THE SERVICES OF A GLASS salesman to cover Western Ontario on salary and commission basis. If you are an experienced salesman in some other line, must have a good hardware connection. Send details of experience, etc., to Box 329, Hardware and Metal, Toronto. All replies treated confidential.

GOOD HARDWARE CLERK WANTED—Must be good salesman and window dresser. Preference for man able to write show cards and with experience in mining hardware. State age, experience, enclose references and state salary required.

EXPERIENCED PURCHASING AGENT AND executive. Capable of handling purchases for large manufacturer. Energetic, dependable. Box 920, Hardware and Metal, Toronto.

SITUATIONS WANTED

HARDWARE CLERK — DESIRES POSITION with Retail or Wholesale Hardware. Two years thorough experience. Good education. Excellent references. Wages secondary condition. Apply Box 922, Hardware and Metal, Toronto.

HARDWARE MAN, AND TINSMITH—WITH ten years' practical experience and first-class references. Age thirty, married, seeks steady position. Please state particulars to A. C. DIXON, Harding, Man.

HARDWARE CLERK — RETAIL HARDWARE man desires steady position in good town close to Toronto. Fifteen years' experience. References. Box 901, Hardware and Metal, Toronto.

EXECUTIVE — WHOLESALE HARDWARE executive desires position with wholesale hardware or manufacturer. Twelve years' experience in wholesale hardware business. Best of references. Box 921, Hardware and Metal, Toronto.

FOR SALE

STOVE AND FURNACE REPAIRS — COAL and wood linings to fit nearly all makes of stoves; write for complete list and prices. Grundy Bros., Strathroy, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. **Inside** dimensions and prices are as follows: 15″ deep, 2 ft. 5″ wide, 3 ft. 11½″ high, fitted with built-in- compartment. Price $250.00. 18″ deep, 2 ft. 8″ wide, 4 ft. 5″ high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal, Toronto.

HARDWARE BUSINESS IN TORONTO. OWNer retiring. Large store. Balance of stock, all fixtures about $2,500. Good lease. Snap. Owner Box 924, Hardware and Metal, Toronto.

PATENT.—WOULD LIKE TO SELL MY CANadian patent No. 219036 issued May 30, 1922, on watersport device. Most sensational and successfully used in U. S. for last two years. English and French patents also, if desired. Reasonable terms. Box 923 Hardware and Metal, Toronto.

TINSMITHING AND PLUMBING BUSINESS, doing good business in good live country town, well established. Will be sold at sacrifice, owner must sell. Box 925, Hardware and Metal, Toronto.

PLUMBING, TINSMITH AND ELECTRICAL business with stock of stoves, tinware, etc., in good Ontario town. Stock about $4,000; good turnover. Box 910, Hardware & Metal, Toronto.

HARDWARE AND TINWARE BUSINESS—with buildings. Store with dwellings attached; good out buildings in the centre of the banner Township of Ontario; New Provincial Roads through village. Good plumbing and tinsmithing business for man that understands it. About $7,000 will handle stock and property. Good reason for selling. Box 911, Hardware and Metal, Toronto.

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We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

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NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144

Manufacturers' Agents

Calling on the larger hardware trade in Ontario & Quebec, desire to represent additional factories. Long selling experience and valuable connection with reliable firms both French and English.

STEVENSON BROS., LIMITED
48 Colborne St. TORONTO.

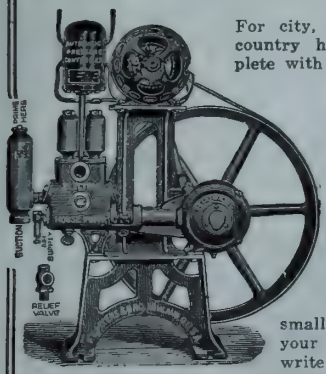
HARDWARE & METAL'S unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E.F. MYERS & BRO., ASHLAND, OHIO



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by

T. I. THOMSON LTD., Owen Sound, Ont

Canada Tack & Nail Co., Limited

Morrisburg Ontario — ARROW POINT — Hamilton Ontario

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Machauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
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British Columbia—H. A. Hiam, Vancouver.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands ..... 20c per doz. 90c per 100
Three spiral colored bands ..... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

GUARANTEED



Two way clusters.
Tungsten lamp bulbs.
Auto lamps.
Carbon lamp bulbs.
Japanese chinaware of all kinds.
Both for import and stock.

Inquiries solicited for all electrical goods.

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Head Office: Yokohama, Japan. **Branch:** 29 Melinda St., Toronto.

QUALITY THAT REPEATS SALES

Quality That Repeats Sales. We make Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
LONDON, ONTARIO.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Northland Ski Manufacturing Co. — Northland — SKI — St. Paul, Minn. U.S.A.

Northland Skis are Christmas Sales Winners

These well-advertised, high quality skis are well known to both expert and beginner. They insist on the blue trade-marked Northland. Be ready for the gift-time demand with the fastest selling ski on the market. Better mail your order to-day—immediate deliveries.

New Catalog on request.

NORTHLAND SKI MFG. CO. 23 Merriam Park, St. Paul, Minn.

World's Largest Ski Manufacturers.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario: WHITES LIMITED, Collingwood

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

STOVE MICA

Mica Electrical Insulation

Mica Company of Canada, Limited

HULL, QUE.

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LUFKIN

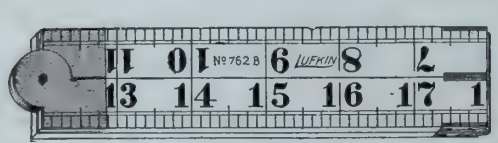


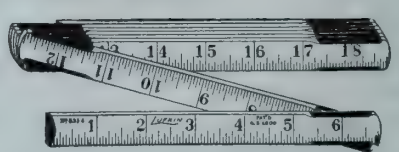
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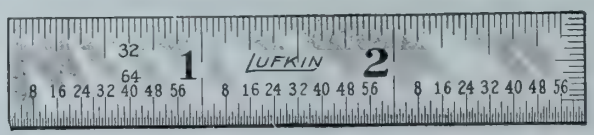
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







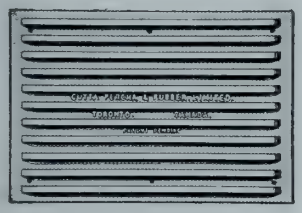
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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AUTOMOTIVE EQUIPMENT

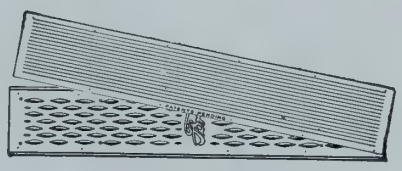
That Motorists Like To Buy

"GUTTA PERCHA"



Running Board Mat.

TRADE MARK GP BRAND



Running Board Mat.



Rubber Headed Mallet.

RUNNING BOARD MATS
RADIATOR HOSE
RUBBER-HEADED MALLETS
BLOW-OUT PATCHES
CEMENTLESS PATCHES
VULKA PATCHES
SEALTITE PATCHES
FLOOR MATS
GASOLINE HOSE
PEDAL RUBBERS and
WIND-PROOF MATS
for Ford Cars
in models for Sedan, Touring and Coupe Bodies.



Sealtite Patches.

Manufactured Exclusively by

Gutta Percha & Rubber, Limited

Head Offices and Factories:

TORONTO

Branches in All Leading Cities of Canada

1729 1922



BRANDRAM'S *Genuine* B.B. WHITE LEAD

In the organic world an evolutionary process is said to be at work, ever developing the good and eliminating the unfit. Time is the great arbiter, the acid test, that infallibly detects the false, leaving the genuine untouched.

Nearly two hundred years ago a White Lead corrosion process was discovered by one of the founders of the House of BRANDRAM. This has been used continuously ever since for the manufacture of a product of superb value, and to-day BRANDRAM'S GENUINE B. B. WHITE LEAD is being made on the original formula, the washing, pressing and grinding processes among others being facilitated, however, by the aid of modern mechanical methods.

In a very few generations the unworthy goes to the wall, but during ten generations BRANDRAM'S GENUINE B. B. WHITE LEAD has earned and still maintains a world wide reputation for its possession of the essential properties of White Lead in oil—excelling as it does in spreading and covering qualities and in durability.

Tested by Science's latest method, the Pfund Cryptometer, an instrument of mathematical precision — BRANDRAM'S GENUINE B. B. WHITE LEAD is proved to have greater hiding power than any other brand on the market.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

PUBLISHED EVERY SATURDAY SINCE 1888

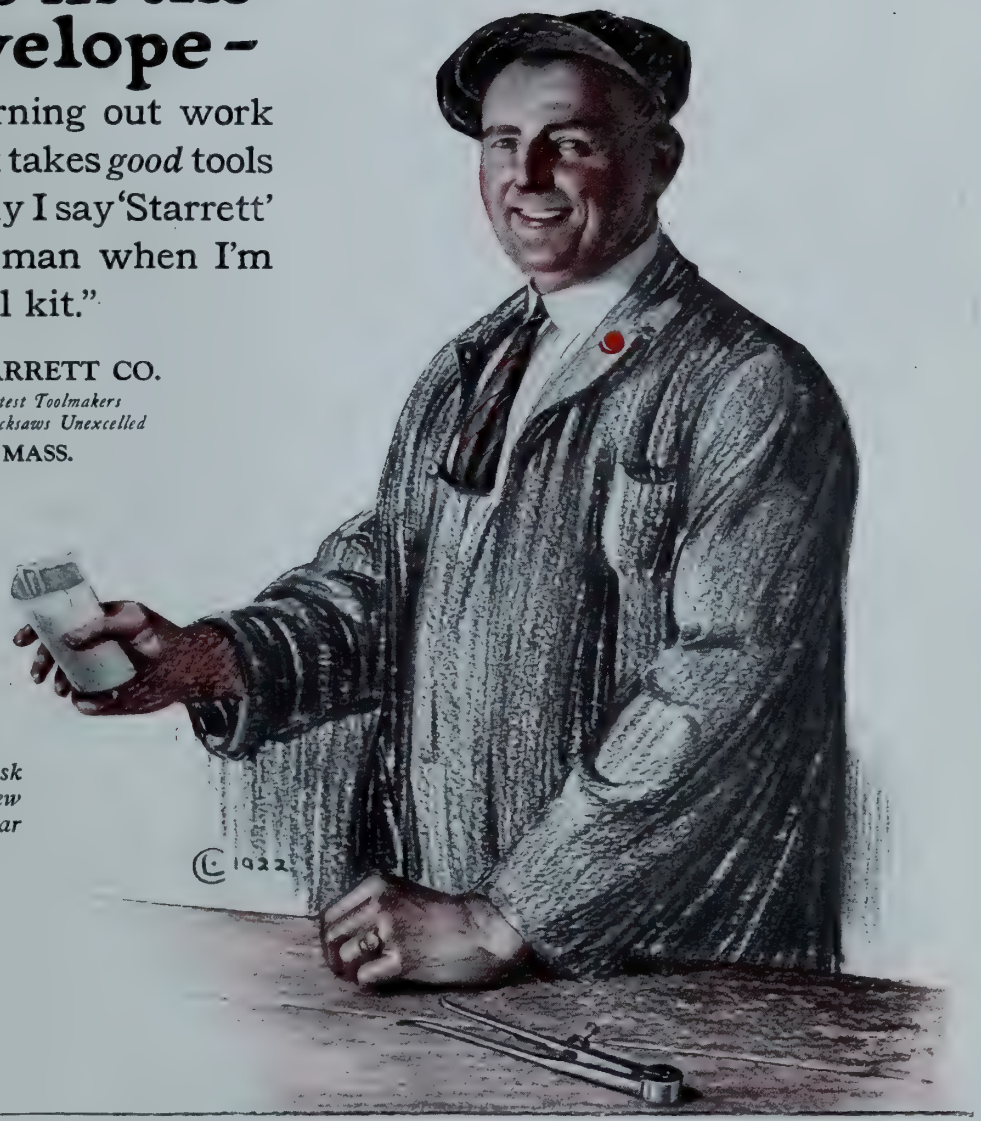
Hardware and Metal

Vol. XXXIV. No. 49 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA December 9, 1922

It shows in the pay envelope–

I get paid for turning out work that's *right*. And it takes *good* tools to do it. That's why I say 'Starrett' to the hardware man when I'm adding to my tool kit."

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.



By the way—I'm going to ask him for a copy of the new Supplement to their regular catalog. No. 22 M.A.

42-394

Sell Starrett Tools

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER



Arctic Snow Shovel



Arctic General Purpose Shovel

Announcing

A Complete Line of Shovels

To meet the heavy demand for SMP shovels we have been working for some time on a complete line of shovels which we now announce to the hardware trade. We are already selling very big quantities of shovels at very fair prices. There are no weak numbers in the line. You can order freely with the knowledge that you will receive only A1 goods.



Arctic Jumbo Snow Shovel

There are Arctic Furnace Scoops with "D" handles, Arctic general purpose shovels, with long and "D" handles, Arctic Jumbo Snow Shovels with "D" handles, and Arctic snow shovels with long handles, either Japanned or Hot Galvanized. The Blades of all Arctic shovels and scoops are drawn in one piece from best quality shovel steel.

Note especially our Arctic Jumbo Snow Shovel. This new line is proving most popular and a big seller, particularly in towns and cities. It is a most effective snow shovel and appeals strongly to men. The blade is hot galvanized, heavily reinforced to prevent buckling, and the handle is securely rivetted. It is a good proposition and deserves your consideration.

Be sure to see our traveller about these shovels on his next trip regarding prices, etc.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Now is the Time

to prepare for the last minute shopper

Still Plenty of Stock

Our stocks are still in good shape to take care of late Christmas orders. Check over your stocks to-day and phone, write or wire your order.



MAJESTIC HEATERS
Also Heatray, Star and Universal Heaters.

Electric irons, toasters, percolators, heaters, curling irons, grills, boudoir sets, etc.

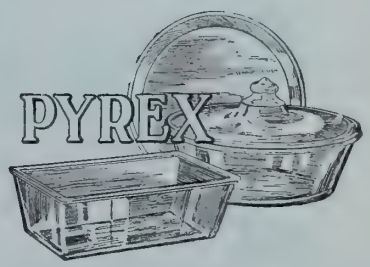


Community Plate in ADAM, GROSVENOR and SHERATON patterns.

Rogers 1847 plate in OLD COLONY, CROMWELL, AMBASSADOR and TIPPED patterns in sets, also odd pieces in gift boxes.

Prompt Shipments

With us a rush order is filled in a rush. Telegraph orders received before noon are shipped the same day.



Pyrex ovenware, casseroles, bread pans, pie plates, custard cups, etc. We also have attractive silver and nickel plated mountings for Pyrex ovenware.

Iveroid and stag-handled carvers in cases, stainless steel table and dessert knives, and cheaper plated ware. Razors, safety razors, shears, scissors, pocket knives, etc.

Rice Lewis & Son

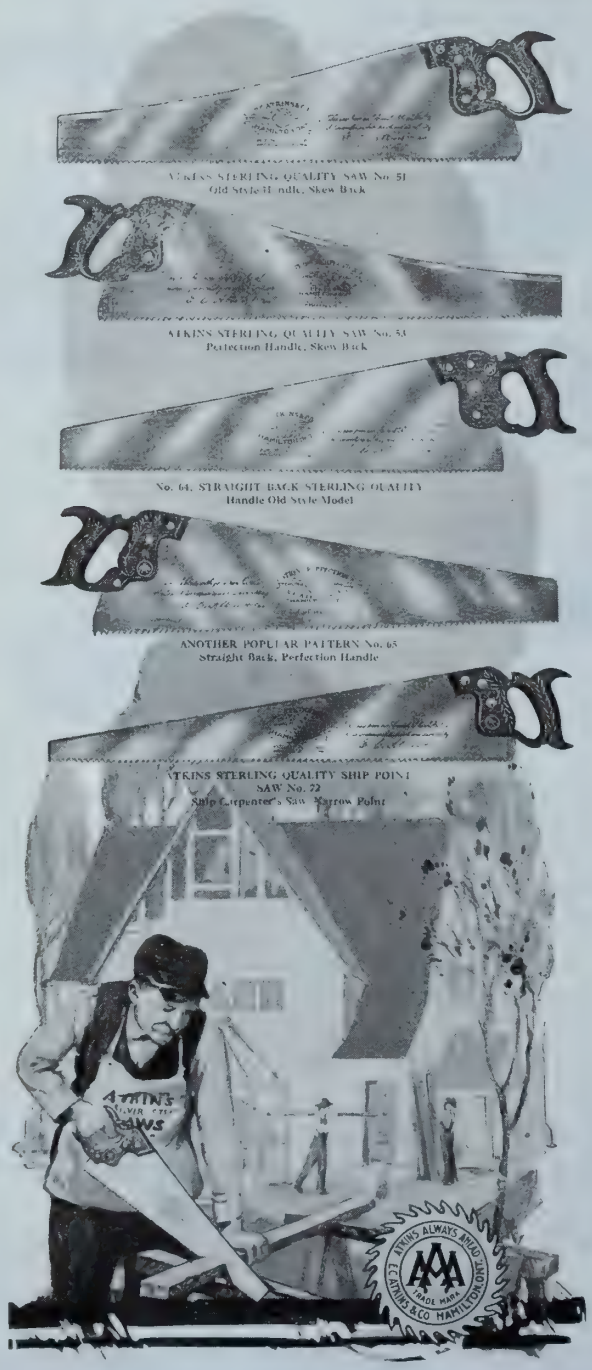
Victoria St. Limited Toronto

"Ask the Rice Lewis man or write direct."

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ATKINS

STERLING QUALITY SAWS



A Big Demand for Atkins Saws

Cash in on it by having your shelves well stocked with them.

We make "A Perfect Saw for Every Purpose," which means that we can furnish you saws in Regular or Ship Point widths, Straight or Skew Back, with either the Perfection or Straight-Across Style Handles.

Every day there are thousands of prospective customers asking for Atkins Saws as a result of our advertising to over 4,000,000 saw users each month in the leading farm, trade and general magazines. When they come to you asking for

ATKINS STERLING QUALITY SAWS

Be sure to have a good asssortment and—GET THE BUSINESS.

Made in Canada

E. C. ATKINS & CO.

Established 1857 **"The Sterling Quality Saw People"**

Factory: Hamilton, Ont.

Branch: Vancouver, B. C.

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C. S. G. Hinges are Better Hinges And Here's Why —

Accurately Spun Pins—that's one big "why"

Hammered or rivetted pins will always bind and catch when a hinge is opened; but C.S.G. pins are carefully spun, and this extra care ensures free, smooth working of the hinge on the pin. The spinning of the pin is a most important operation in good hinge making.

Again in C. S. G. hinges the screw holes are uniform and clean

The hardware man may with confidence display these hinges to his customers knowing that he will seldom be embarrassed by attempting to open a hinge that "sticks."

C.S.G. hinges may be had in bundles—or packed one pair in a box complete with necessary screws. They are made in sizes from 4-in. to 14-in.

Canada Steel Goods Company

LIMITED

Hamilton - - - Canada

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CANADA FOUNDRIES & FORGINGS LIMITED

If better nail hammers could be manufactured they would be produced in Brockville, Ontario, and on each tool you would find the trade mark of the Smart people.

JAMES SMART PLANT

BROCKVILLE, ONTARIO

St. John Montreal Toronto Winnipeg Vancouver

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"GUTTA PERCHA"

Automotive Equipment

TRADE MARK GP BRAND



Sealtite Patches.

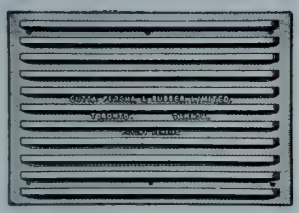
SOME OF THIS FAMOUS LINE ARE:

RUNNING BOARD MATS
RADIATOR HOSE
RUBBER-HEADED MALLETS
BLOW-OUT PATCHES
SEALTITE PATCHES
FLOOR MATS
GASOLINE HOSE
PEDAL RUBBERS
WIND-PROOF MATS
(for Fords)
In models for Sedan, Touring and Coupe Bodies.

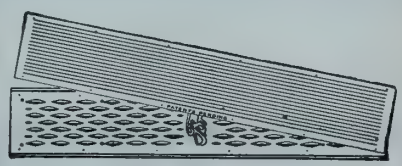
"Quality all Through."



Rubber-Headed Mallets.



Running Board Mat.



Running Board Mat.

Gutta Percha & Rubber, Limited

Head Offices and Factories:

TORONTO

Branches in All Leading Cities of Canada

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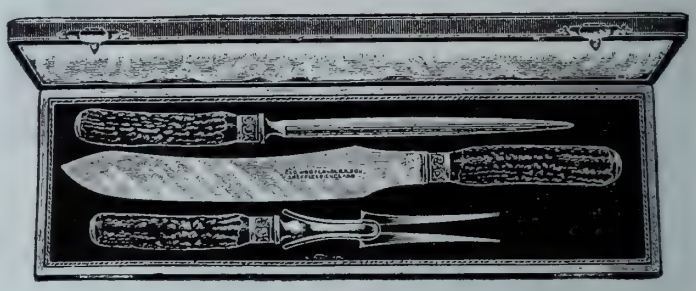
WOSTENHOLM'S

I·XL CASE CARVERS I·XL

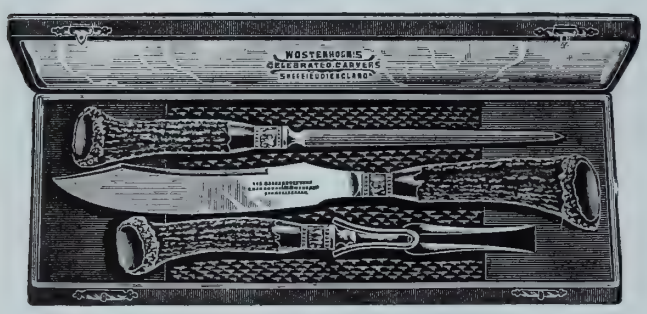
Makers of High-grade Cutlery since 1694



Set 3138 x 3.



Set 5394 x 3.



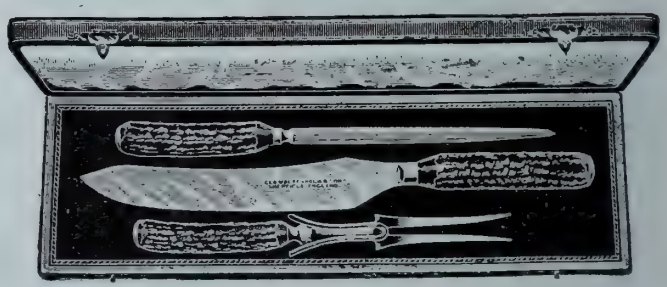
Set 3578 x 3.



Set 4618 x 3—Stainless.



Set 4657 x 3 Stainless.



Set 5400 x 3.

Canadian Representatives:

A. MacFarlane & Company Limited, Montreal, Que.

Assortment of popular patterns — Pockets, Razors, Stainless Steel Table Cutlery and Butchers' Knives carried in stock at Montrea

Westinghouse

The Perfect Electric Range



The Westinghouse types "M.H." and "H-1." Ranges are the culmination of fifteen years' experience in designing and building Electric Ranges and are built to last a lifetime.

The **Westinghouse** is the only range that has its fuses so located that they are easily accessible and each directly beneath the switch controlling the circuit it protects, so that renewing a fuse is but the work of a few seconds.

The **Westinghouse** is the only range in which all the heating elements are of the open type and are removable without disconnecting any wires. They plug in just like your electric iron or toaster in your lighting socket. Anybody can do it—no need of an electrician.

The **Westinghouse** is the only range having solid bus bar construction of the heater-box, which means that every wire is absolutely protected from the effects of heat.

The **Westinghouse** is the only range that has top heating elements with two distinct heating areas, 6″ and 8″, which permits the use of smaller cooking utensils without waste or loss of heat.

The **Westinghouse** was the first range to use a crumb tray and heat reflector under the top heaters, thus ensuring faster heating.

The **Westinghouse** is the only electric range that can be secured equipped with a thermostat and alarm bell, which rings automatically when the oven reaches the heat desired.

The **Westinghouse** is the only range having a seamless porcelain enamel-lined oven with all the oven parts and heaters removable, permitting the oven to be cleaned thoroughly and with ease.

The **Westinghouse** is the only range which has a 2,000 watt heater for broiling—the only efficient broiler on the market

The **Westinghouse** is the only range employing heat baffling in the oven, ensuring even heat distribution.

The **Westinghouse** was the first range to use the reciprocating double pole switch permitting turning from any one position to any other position and in either direction.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block
VANCOUVER, Bank of Nova Scotia Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave., E.
EDMONTON, 211 McLeod Bldg.

MONTREAL, 113 Dagenais St.
TORONTO, 366 Adelaide St. W.

REPAIR SHOPS

VANCOUVER, 1090 Mainland St.,
WINNIPEG— 158 Portage Ave., E.
CALGARY—316 3rd Ave., E.,

CANADIAN WESTINGHOUSE

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The General Manager said:—

"and Plymouth Rope made that success possible"

RECENTLY the general manager of a very successful company building heavy machinery told a friend some of the problems which they had been obliged to overcome.

He described the bringing out of the machine upon which their reputation had been built and said:

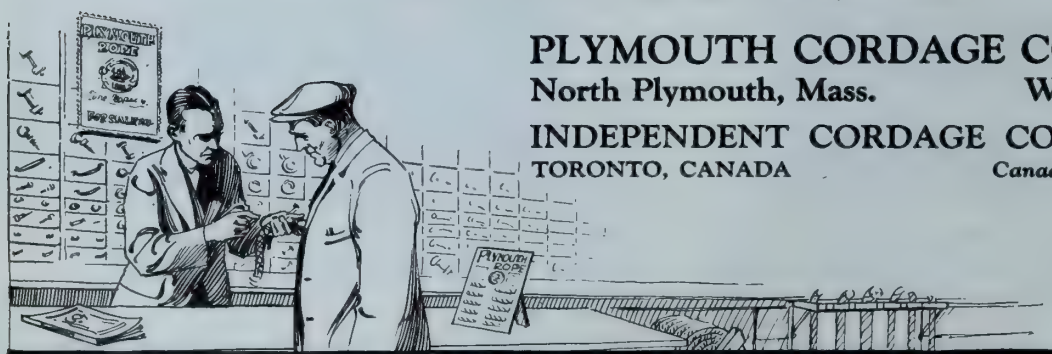
"For a long time we were afraid that it would be a failure. You see, it depended for its operation on a rope drive, and we could not find a rope that would stand up under this service more than three months.

"We tried nearly every rope on the market. Customers who were forced to shut down every ninety days while a new rope was installed began to complain and threatened to take the machine out.

"It was then we tried Plymouth Manila Rope. It lasted eighteen months. We equipped all of our machines with this rope and found that Plymouth Rope gave consistently six times the service of any other rope we could buy. For years now hundreds of those machines have been in successful operation, and Plymouth Rope made that success possible."

To dealers who are anxious to build up a reputation for high-quality merchandise, Plymouth Rope offers that opportunity, and in addition, the Rope-by-the-Foot method enables them to increase their rope profits.

Full information about this money-making method of rope selling sent on request.



PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Can.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA *Canadian Sales Agents*

PLYMOUTH *The Rope You Can Trust*

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TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

HEADS
that will not break off

POINTS
that meet the demand

THE STEEL COMPANY OF CANADA LIMITED

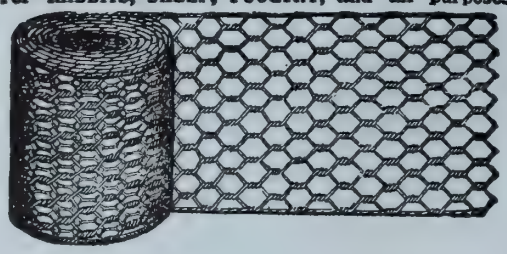
HAMILTON

MONTREAL

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LARGE STOCK

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



BEFORE PLACING
YOUR ORDER FOR—

POULTRY NETTING

FOX NETTING

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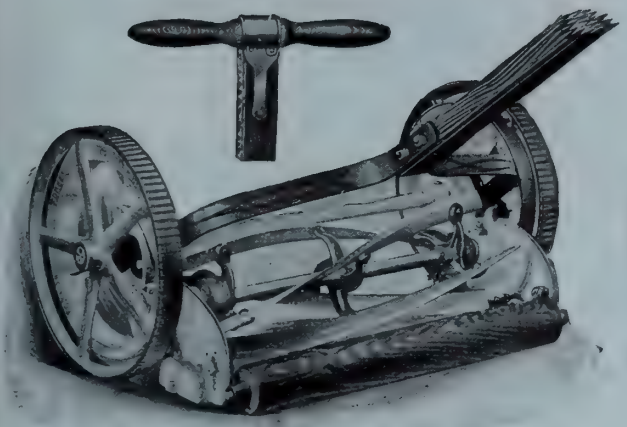
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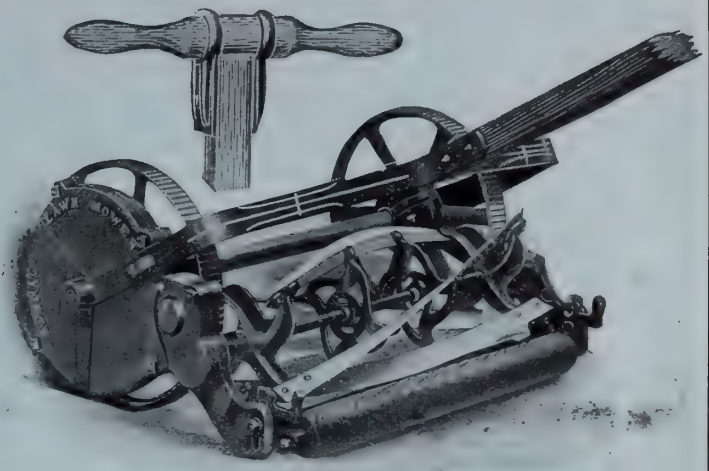
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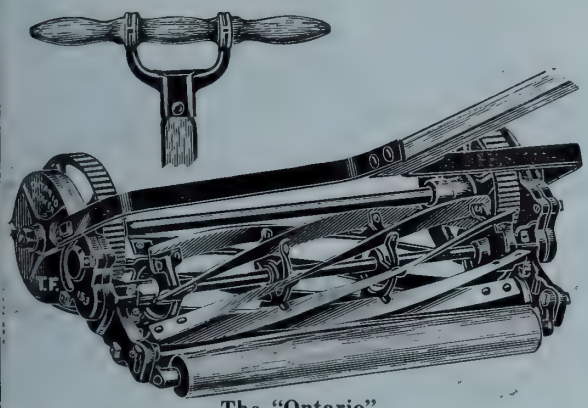
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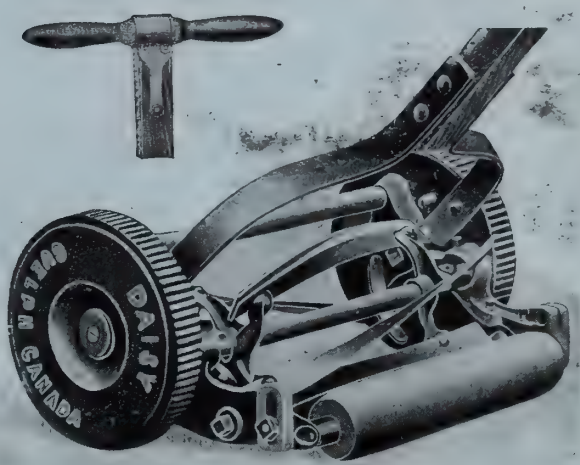


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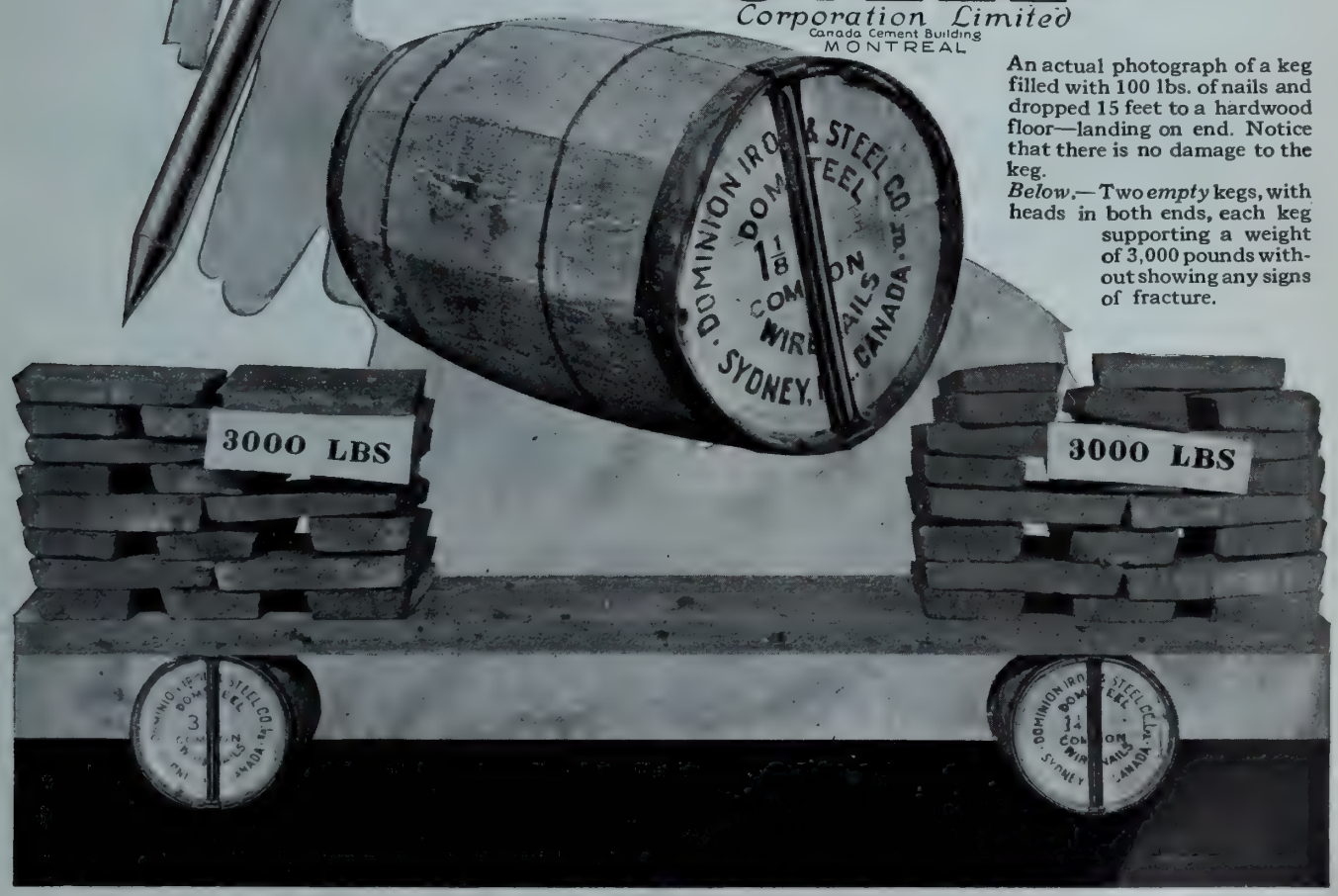
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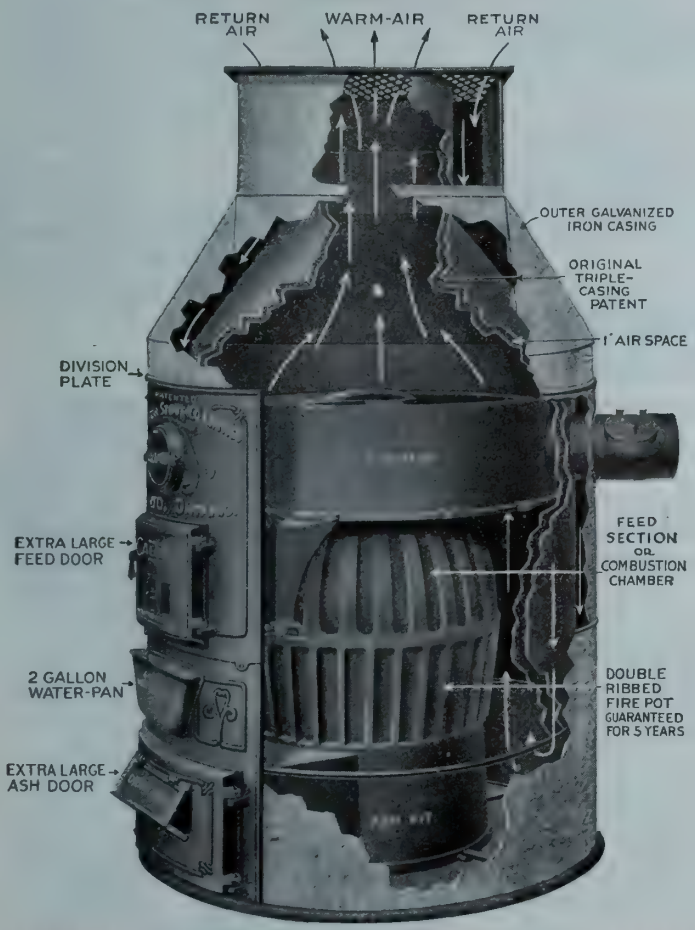
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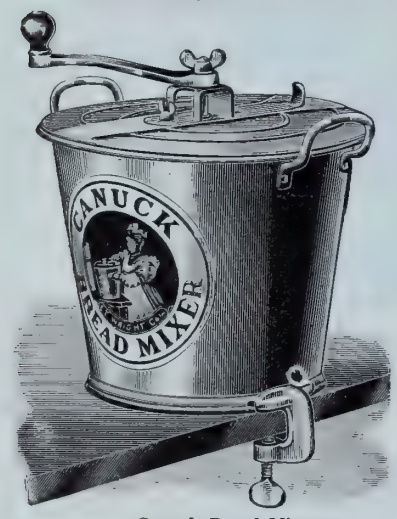
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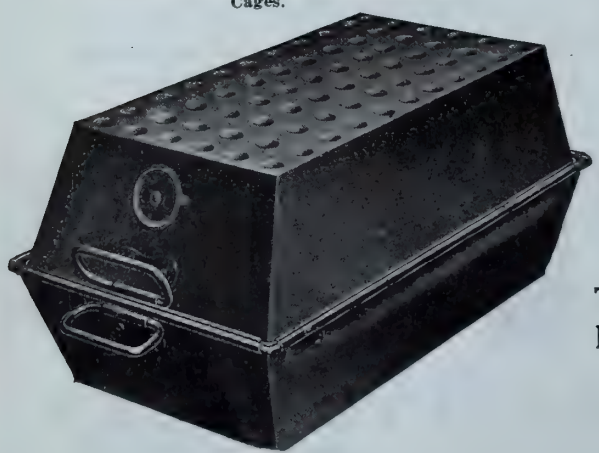
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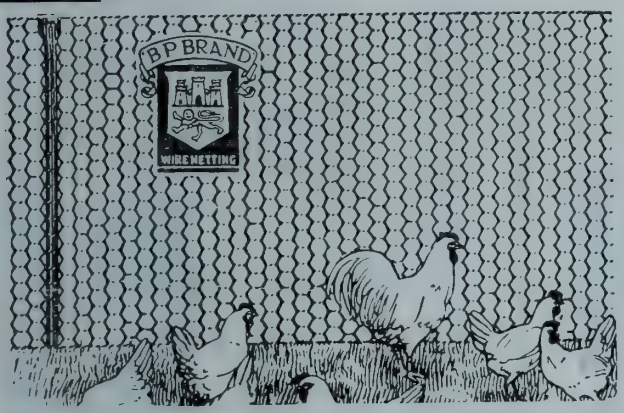
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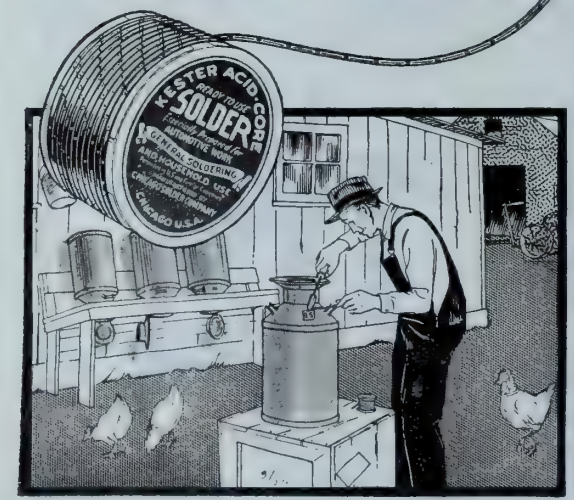
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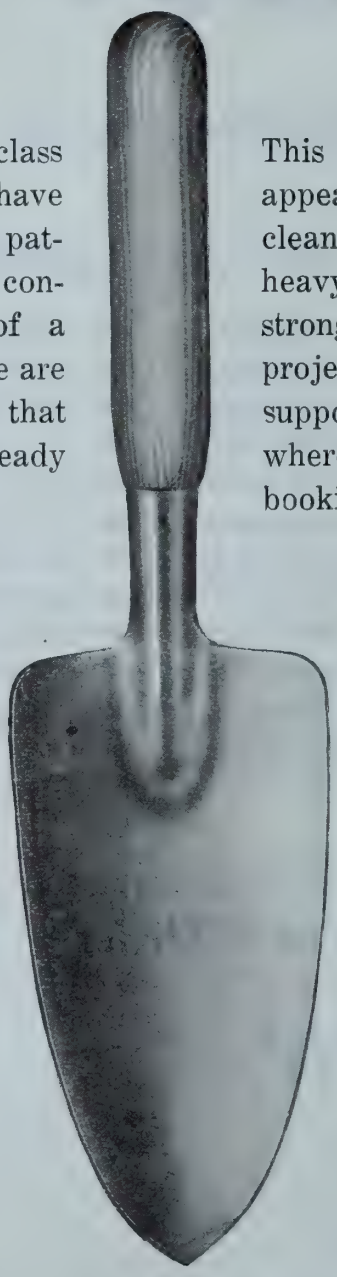
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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. DECEMBER 9, 1922 No. 49

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV TORONTO, DECEMBER 9, 1922 No. 49

Conference Favors Higher Sales Tax

Committee of Manufacturers, Wholesalers and Retailers in Toronto Make Recommendations for Eliminating Receipt Tax, Modifying Present Stamp Tax and Upholding the Sales Tax as the Right Principle to Follow

AT A ROUND table conference of manufacturers, wholesalers and retailers held at the Prince George Hotel, Toronto, for two days of this week, the various existing and contemplated forms of Federal taxation were discussed very fully and some progress made toward harmonizing the views of these various branches of trade. Those gathered composed a Drafting Committee, under the chairmanship of John R. Shaw, President of the Canadian Manufacturers Association. The discussion waxed very warm at times as was to be expected at a meeting where there were gathered the representatives of trades having opinion diametrically opposed in connection with taxation. At first there was much discussion and very little progress but at the conclusion of the conference it was evident that some progress had been made. The recommendations of this body take the form of resolutions to be put before meetings of the various trade bodies represented. There will follow a joint conference in Ottawa, probably in January, when the resultant recommendations of the various bodies will be co-ordinated and presented to the Government.

Uphold Sales Tax

The trend of the discussion and recommendations in general follow out the principle of the Sales Tax, with some suggestions designed to eliminate friction where it now exists. It may be found necessary to slightly increase the Sales Tax so as to provide for the loss of revenue which would follow if certain other forms of taxation are eliminated. The recommendations of the conference along these lines is understood to be for the total elimination of the Receipt Tax destined to become effective on January 1, 1923. It was felt that such forms of taxation were very undesirable insofar as they required a great deal of inspection and checking up, and the resulting revenue was not in proportion to the expense involved in securing it. Then, too, it was the opinion that such a tax would interfere to some extent with sales over the counter and this was the chief objection to the tax on luxuries, now abolished. It was also felt that there would be much difficulty over interpreting just what constituted a receipt, for taxation purposes.

Much discussion also took place over the question of retailers who are now classed as manufacturers for taxation purposes such as confectioners, tinsmiths, etc., and who are required to collect Sales Tax on articles made to special order. It is understood some recommendation for relief in this direction was made.

The present Stamp Tax on cheques, etc., also came in for some discussion. It was felt that this tax should follow out the English law to a greater extent. A recommendation was made that a tax of two cents be applied on all cheques (or their equivalent) to the value of $100 and over that be confined to four cents. This would eliminate the graduation of the tax according to the amount of the cheque such as is now followed, and which manufacturers complained of as a deterrent to big business interests.

Income Taxation did not receive a great deal of attention because it was felt this was largely an individual matter, though insofar as it affected business firms it was discussed. Business profits taxation was not dealt with.

A common opinion was that in favor of an extension of the present sales tax from 4½ per cent to five per cent., to provide for the loss of anticipated receipt tax revenue which is due to come into force on the first of January, also that the sales tax be collected at the source. As pointed out at this meeting, investigation had shown that the receipt tax would not be sufficiently productive of revenue to offset the heavy costs of its collection. Revenue from sales tax this year it is estimated will be fifty-seven millions. With an increase of half of one per cent., the revenue expected from the receipt tax can be taken care of.

Collect Tax at Source

The Retail Merchants' Association have for some time past advocated a sales tax at the source of manufacture or import. The contention was made by officials of the Association at the gathering that the sales tax should be collected at the source of supply, viz., from the manufacturer and the importer, and from as few channels as possible, so as to save annoyance and expense in the collection of the same. When the sales tax was placed on the Statute Books by the late government in 1921, it was surrounded with a great many annoying difficulties, as far as the retail trade was concerned. The Act itself was poorly drafted and full of confusion and contradictions. In order to ascertain the retailers' position, it was necessary to undertake a number of lawsuits, as will be remembered by a large number of retail merchants, in order to have the courts determine the meaning of the Act. It never was the intention to endeavor to escape the payment of a fair share of taxation. The endeavor was to keep the payment of the sales tax down to the source of supply, as always advocated, so as to save the expense of the employment of a host of tax collectors.

"We have always frankly admitted that although manufacturers and importers were asked to collect the tax, in reality

all the taxes they pay they pass on to the retail merchants and they in turn have to do the best they can to collect them from their customers," another official stated.

A Distinct Sales Tax

"What we have always contended for was a clear, distinct Sales Tax Act, one that could be easily understood and easily followed, and one that would not be applied to every small retail merchant in the country who makes a stove pipe, sells soft drinks or makes a few home-made candies or currant bread or pastry, or other like small articles fo sale, and which forced them to take out a manufacturers' license and be called manufacturers, but who were not to be allowed to be taxed in the same manner as manufacturers. Our contention is that when legislators make laws, they should be consistent and clear, and, as far as our association is concerned, we intend to see that all legislation that is passed which affects the retail trade is made as intelligible as possible, and if it is not, we intend to call the attention of our members and the public to it, and hold it up to the public view."

4½ Per Cent. From Wholesaler

Representations made by some manufacturers present and from some wholesalers suggest that the Sales Tax may not be absorbed by any section of the trade, that the Sales Tax from the manufacturer to wholesaler on goods bought for resale be eliminated, that the Sales Tax from wholesaler to retailer be 4½ per cent., and that the Sales Tax from manufacturer to retailer be 4½ per cent.

Those Present

Among those composing the Drafting Committee were the following:

Retailers:—E. D. Low, Ottawa; H. Watters, Ottawa; Ed. Mack, Toronto; W. H. Clubb, Toronto.

Representatives of the Retail Merchants' Association:—E. M. Trowern, Ottawa; W. C. Miller, Toronto; W. Hodgins.

Wholesalers:—A. C. Pyke, Secretary, Canadian Wholesale Grocers' Association; W. P. Eby, Toronto; Harold J. Badden, Canadian Wholesale Hardware Association.

Manufacturers:—J. R. Shaw, Woodstock; F. W. Stwart, Montreal; J. M. Taylor, Taylor-Forbes Co., Ltd., Guelph; C. J. Bodley, Toronto; C. B. Lownes, Toronto; J. G. Hossack, Toronto; Thos. Roden, Toronto.

In addition there were present J. T. Stirrett, secretary and other officials of the Canadian Manufacturers' Association.

SAYS NO LAW TO STOP DISHONEST SELLING OF GASOLINE

Calgary, Alta.—No provision can be made to hinder dishonest vendors of gasoline from failing to run the pump down to the lowest notch or from stopping before reaching the top notch in operating the gasoline pump, except to keep a close watch. Should the pump fail to work properly for any reason and the purchaser fails to get all he pays for, the only remedy is to report the case to the inspector, who will see that the pump is put into good repair, but cannot prosecute the vendor provided that the government stamp has not been tampered with. This was the information given the legislative committee of the council by Government Inspector Steele.

The government allows an error of four fluid ounces to the gallon either way in excess or less the amount. If the pump makes no greater error than this, it is not interfered with by the inspector. Even should a gallon of gas be taken away for testing purposes the expansion or contraction accruing during the removal might make sufficient difference to warrant any judge from rendering a verdict against the vendor.

Inspector Steele said that there had been but one case of prosecution in Calgary and that was a case in which the government seal had been broken.

FEAR GAS SUPPLY WILL FAIL

Moncton, N.B., is at the present time paying a good deal of attention to its natural gas supply, and there are grave fears that the supply will not last the winter.

The New Anti-Combines Bill

BILL No. 207, An Act for the Better Prevention of Certain Commercial Agreements, which was given its first reading in the Ontario Legislature on April 6 last and which was to have come into force on the first day of July, 1922, has been completely altered. As a matter of fact, according to information received, nine of its eleven sections have fallen by the wayside, all that remains of the original bill being:

"No. 207 1922

BILL

"An Act for The Better Prevention of Certain Commercial Agreements.

"1. This Act may be cited as The Commercial Agreements Act, 1922.

"2. In this Act:

"'Agreement' shall include contract, arrangement, understanding, combination and conspiracy whether written, verbal or tacit."

Now, the alternative sections making up the balance of the new bill are as follows:

"3. Upon the Attorney General filing an affidavit of any person setting forth,

(a) that an agreement such as is described in section 4 is in existence;

(b) that the deponent verily believes that such agreement is unlawful;

(c) that certain persons, naming them, are parties to, or have knowledge of such agreement or circumstances connected therewith.

"The Supreme Court either before or after action brought as hereinafter provided may make order on the ex parte application of the Attorney General, entitling him to examine under oath the persons so named and to have production of all books, documents, records, memoranda, letters or other writings relating thereto in accordance with the consolidated Rules of Practice of the Supreme Court governing discovery.

"4. An action may be brought by the Attorney General of Ontario in the Supreme Court for a declaration that an agreement.—

(a) constitutes a conspiracy in restraint of trade as being an agreement between two or more persons to do or procure to be done an unlawful act in restraint of trade; or

(b) is an agreement to unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

(c) is an agreement to restrain or injure trade or commerce in relation to any such article or commodity; or

(d) is an agreement to unduly limit or restrain the manufacture or production of any such article or commodity or to unreasonably enhance the price thereof; or

(e) is an agreement to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any article or commodity, and that such agreement is unlawful and void and for an injunction, mandatory order or other relief.

"5. If the Court finds that such agreement comes within any of the clauses from (a) to (e) of section 4 it shall declare such agreement illegal and void to all intents and purposes and the Court may make such order with respect to past and future dealings, rights or obligations of the parties to such agreement as may be deemed just and expedient having in view the course of business between the parties, the degree of good faith manifested by them in entering into, acting under, or carrying out such agreement and the protection of the public interest, and may make such further order as the circumstances require to prevent the carrying out of such agreement or any similar agreement.

6. This act shall come into force and take effect on the first day of June, 1923.

Raise Weight Limit of Parcels in Reciprocal Post Plans With U. S.

Maximum Weight of Packages Sent at Parcel Post Rates Raised to 11 Lbs. in International Arrangement—Canadian Business Men Said to Have Desired This Change Including Manufacturers of Explosives—No Extension of C.O.D.

By special Hardware and Metal representative at conference

WITH the object of facilitating co-operation in postal matters of common interest to both nations, and offering a greater measure of service to citizens on either side of the border, the first international postal conference between Canada and the United States was held this week in the Parliament Buildings at Ottawa.

The gatherings were graced by the presence of Hon. Hubert Work, Postmaster General of the United States, and Hon. Charles Murphy, Postmaster General of Canada. The proceedings took the form of a round table conference, and were conducted throughout in a spirit of friendly co-operation. The sum total of the deliberations is that a new convention to supercede the one of 1888 will be prepared by the Canadian postal officials, and forwarded to Washington for approval. The new convention will embody the decisions of the conference and, according to present understanding, will come into effect on Jan. 1 next.

Opening the conference, Hon. Mackenzie King, Prime Minister, observed that there was no citizen of the country however humble or however great, whose interests were not vitally associated with the post office department. For that reason, the present conference had a significance perhaps greater than that of any other activities of government. The post office touched the life of the people at every point.

Reciprocal Parcel Post

While many decisions of vital importance to the proper functioning of the postal services of both countries were arrived at, possibly the most important was that affecting reciprocal parcel post arrangements. This involved the raising of the maximum weight for packages sent at parcel post rates from 4 pounds 6 ounces, to 11 pounds. The present rate of 12 cents a pound will be continued. In view of the fact that a heavier percentage of parcel post enters Canada from the United States than is sent from this country to the republic, it was agreed that Canada should share in the postage on the difference, on a fifty-fifty basis. The difference in the value of the postage between what the United States sends Canada, and what Canada sends the United States will be figured out and this amount will then be shared up. Heretofore, it has been necessary to "split" parcels in order to comply with the 4-lb. 6 oz. regulations, but this inconvenience will be largely done away with in the future. The statement was made by one Canadian postal official that much pressure had been brought to bear by the business world of Canada to have the maximum weight increased. Strong representations had been made by manufacturers of explosives.

Won't Extend C.O.D. System

While provision was made on the agenda for discussion of the subject, no action was taken with regard to a suggestion on the part of the American authorities that the C.O.D. postal service recently inaugurated in Canada be extended to both countries on a reciprocal basis. It was felt by the Canadian officials that this feature should be submitted to a longer test within the Dominion before being placed upon an international basis.

Discussing the subject with Hardware and Metal, outside the conference, W. Irving Glover, assistant postmaster general of the United States, said the system had been in operation in his country for eleven years and had been placed on a sound basis. "It is a service which has been a great feature in our country," he said, "and one which is steadily growing in popularity. It is used largely by retail merchants and manufacturers, and has been of great assistance to them in developing trade with the people in the rural districts. We have not the slightest thought of cutting off any of the features of this service. On the contrary, we are trying to improve it and that is the object we have in view in endeavoring to link it up with the Canadian system."

The conference decided to dispense with the "advice" on all money orders between the two countries. When the regulation governing this decision is brought into effect, recipients of Canadian postal money in the United States will be able to secure their currency without the necessity of waiting until the United States post office is advised of the issue. In this connection, a new money order form will probably be prepared.



Reciprocal Arrangement with U. S. Raises Maximum Weight of Parcel Post to 11 pounds

The maximum indemnity for loss of registered parcels originating in either country and addressed to the other, was fixed at $25.

Insurance of parcels passing by post between the two countries will be carried out under the following terms and conditions:

(1) Insurance fee to be in accordance with the domestic laws and regulations of the country of origin.

(2) Each country to retain to its own use the whole of the insurance fees it collects on parcels exchanged with the other country.

(3) In case of loss, rifling, or damage of insured parcels originating in either country and addressed to the other, the country of origin to be responsible for and undertake the payment of indemnity in accordance with its domestic laws and regulations.

Special delivery service will be speeded up by the decision to permit the use of the stamps of the country in which the letter originates for this purpose. In this connection it was decided to establish a standard fee of twenty cents for special delivery letters in both countries.

Name of Sender on Parcels

There was considerable discussion on the advisability of making it compulsory to place the name of the sender on all parcels passing between the two countries. It developed that while the matter was entirely optional in Canada it was compulsory in the United States. P. T. Coolican, acting general superintendent of postal service in Canada, pointed out that while it was highly desirable, he thought the Canadian officials preferred to educate the people to it rather than to force them to do it. It was finally decided to leave the matter in abeyance for the time being.

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Sells 60 Kitchen Ranges This Fall At $13 More Than Competitor's Price

Doing a Cash Business in Stoves Montreal Firm Develops Big Business in Few Years—The Second Hand Stove Problem—Catering to Women's Trade

CHARACTERISING the selling of stoves as a "peculiar" business, M. Robert of M. Robert & Co., Mount Royal Ave., Montreal, further stated to Hardware and Metal that if properly conducted, trade in them could be very successful. Neither heaters nor ranges were carried in stock by many merchants simply because selling them meant a large amount of heavy handling, with very little profit showing at the end of the year for the work and trouble required.

"When we started in business ten years ago many of my friends and acquaintances told me that retailing stoves could not be made a paying venture. Some of my trade friends even laughed at me when I told them I was going to start a retail establishment selling stoves only. It was to them a foolish idea, that I as a young man had much to learn in the conducting of a retail store. They said that I would get about ten dollars profit on every stove that was sold, and this would not cover my overhead, when I found that it was necessary to deliver, and in many instances set up, the range or heater."

"However, I went through with it and the business we enjoy to-day speaks for itself. During the first year or so we encountered many difficulties, and we found that there was a lot to learn. By continuing to study the needs of the people and introducing new methods in selling we gradually found our footing in the years that followed and through constant effort we have been able to watch our business grow year after year," said Mr. Robert.

Forming a Reputation

Continuing, Mr. Robert said that a stove was a fixture in the home used every day by the housewife, and through results obtained the merchant could either be looked upon with favor or be in the bad graces of the family for a good long time. The stove was an article upon which the dealer could build a reputation, and it has been to this end that this store has been working since its commencement. This could only be obtained through selling quality, stoves on which an absolute guarantee could be given. On the market to-day there were low and high priced stoves offered to the trade. Those in which the best of raw materials were used in the making, and on which superior workmanship was given first consideration while on the other hand heaters and ranges were sold at a price almost regardless of quality. On the former the merchant could stake his reputation, and it was this class of merchandise that allowed the business to show continued growth.

All stoves sold by the firm are fully guaranteed under a "satisfaction or money-back" method. This plan has been followed since the store opened, and while in recent years there has been very little difficulty through having stoves returned there was a time just after commencing in business when it proved to be an obstacle of considerable importance. Stoves were returned, and money refunded, in too great numbers to be a paying proposition. The trouble, however, was in not selling the best that could be bought, and in the past year or so the fault has been greatly remedied.

To gain a reputation it has also been found necessary to give utmost service. For instance, when a customer comes in to purchase a range or heater he or she is quoted the marked price, which means that it will be set up ready for lighting at that price; the only extra charge being on stove pipes and other material used by the men in doing so. Also when the purchase has been made it is very rarely that the stove is not set up the same day, if desired. The service does not end here, for very often when a stove is first put into operation there is a minor fault some place which can be remedied by a slight adjustment, usually in the draft. This is not forgotten and when the buyer is next seen he is asked how the stove is working, showing that the dealer has not lost all interest as soon as he has the money.

Getting A Legitimate Profit

Service such as this can not be rendered without a fair amount of profit when the stove is sold. If cooking ranges could be sold as many other lines of merchandise it would be a wonderful business. If they could go out of the store without any more thought, and did not require such a large overhead to handle, they would be one of the best paying lines for any merchant to sell. However there is a big expense attached and the merchant must secure a large enough profit on the sale to insure against any later trouble. The statement of some merchants, viz., that sufficient margin could not be obtained, was here strongly ridiculed by Mr. Robert. "We have customers tell us quite often that we ask too much money for our stoves. But we get it. Not long ago a certain make of kitchen range was offered in a down-town store for $62.50 on a special sale. We were selling the same range for $75.00, and the fact that a greatly reduced price was offered by a competitor apparently did not hurt us at all."

"Our prices, too, are cash prices. The only credit we extend is in cases where a liberal spot payment is made and the balance in thirty days, not later than sixty days. Never have we offered price concessions, or easy payments to meet competitors because we long ago realized that we could not make our business show a profit if we were lax on these arrangements," he stated.

"Being able to get trade in this way the store must certainly be backed by something substantial. Something which will attract customers to enter and then to buy. There is only one answer, and that is to become established as a service store, built on reputation. Sometimes a person who has bought a stove a year or even two years previous comes in and says that they have never been able to get entire satisfaction, they have always had trouble with the grates or the draft. No matter if the stove has been in use for a long time we send a man to investigate, and put in a new grate or make some other adjustment if necessary. We realize this is unfair to us because if the stove was not in perfect working order it would have long ago been found out, but we must overlook this and go to some little expense to get a satisfied customer."

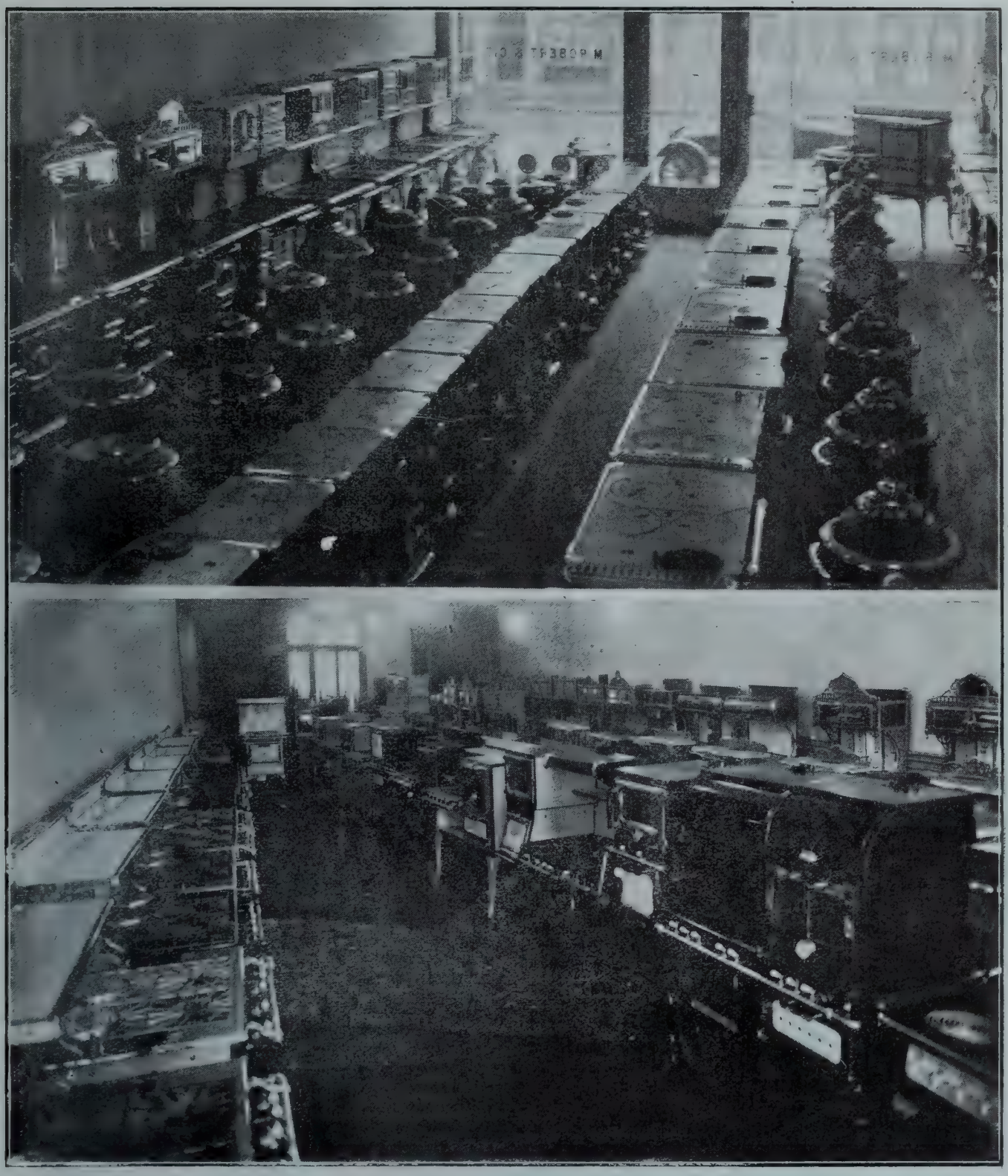
Handling Second-Hand Stoves

No small amount of trouble is experienced by many merchants in disposing of second-hand stoves, and this store found it necessary to devise some means whereby they could be handled without loss. It is felt that the situation is now dealt with in a most satisfactory way, in fact Mr. Robert stated that they made it a point to re-sell these at a good profit. Through the guarantee

(Continued on page 54)



Some Ideas for Stove Selling That are Worth Many Dollars. Read Them!



Upper: General view of the stove, range and heater display in the store of M. Robert & Cie, Montreal, showing the extensive stock carried. Such a display of stock, kept well polished, impresses the customer entering the store. Mr. Robert believes it is unwise to clutter up the stoves on display with kitchen utensils and such like.

Lower: The showroom in the M. Robert & Cie store, Montreal, which is devoted to gas and coal ranges. Here various types of ranges may be seen, all easily accessible and attractive in appearance. Such displays helped materially in developing the sale of sixty ranges this fall as noted in this article. Read about the manner in which second hand stoves are dealt with.

Why Those Profits Don't Materialize

Wrong Figuring of Percentages Responsible for Many Costly Mistakes by Retail Merchants—Rates for Figuring Percentage on Selling and Cost Price—How to Find Percentages

Written for Hardware and Metal by G. W. HAFNER

TRADITION says figures don't lie. Yet, the wrong interpretation of figures may throw the head of the business completely off the track. Mercantile agencies report that a large number of commercial failures are directly due to the proprietor's or manager's belief that the business is making a profit, when, as a matter of fact, it is running at a loss. And the reason for this is that, in at least the majority of cases, the business man has been deceived by the use of percentages in allowing for profits.

What is Percentage?

In using percentages as a tool to work with, we should have a clear understanding of what percentage is. Percentage is a standard of comparison for amounts, just as a thermometer is a standard of comparison for temperature, or an inch, foot or yard is a standard of comparison for lengths. The word "percentum" means 100 parts, or 100ths. Therefore, amounts are compared by per cent. or hundredths, as lengths are compared by inches and feet, and temperature by degrees.

Accordingly, one amount compares with another amount as each contains a less or a greater number of 100ths, in the same manner that one temperature compares with another temperature according as it contains a greater or less number of degrees, or that one length compares with another length as it contains a greater or less number of inches. It is seen from this that percentage is simply a means for measuring figures.

How to Find Percentages

In finding percentages, we always have a clearer view of the matter, if we put the figures in the shape of a fraction. Percentage, from the viewpoint of mathematics, is fundamentally nothing else but decimal fractions. You say that 50 is one-half of 100. That means that 50 is fifty one-hundredths or 50 per cent. of 100. Likewise, 20 is twenty one-hundredths or 20 per cent. of 100; and ten is 10 per cent.; and 5 is 5 per cent. The principle here is the same as that governing the change of common fractions into decimals, which is: "Divide the numerator by the denominator," or "divide the upper figure of a fraction by the lower."

To illustrate, let us assume that the annual sales of a certain business amount to $100,000.00, and that the annual expenses aggregate $25,000.00. What we want to determine, first, is what percentage of $100,000.00 is $25,000.00. To do this we put the figures in the shape of a fraction, and divide the upper figure by the lower, thus:

$$\frac{25{,}000}{100{,}000} = 25{,}000.00 \div 100{,}000 = .25$$

20000.00

500000
500000

We find, then, that the total yearly expenses of $25,000 represents 25 per cent. of the total yearly sales of $100,000. And we know from this that, in making up our selling prices, we must add 25 per cent. for expenses, plus whatever margin of profit we desire to make.

Why Anticipated Profits are Not Realized

This is all apparently simple enough. And yet it does not always work out just right, it seems. Let us see, then, what it is that tangles up so many of us in attempting to handle percentages.

For purposes of illustration let us take, first, the method of the business man who knows nothing about what his expenses are. He has perhaps heard some other man in the same trade or industry say that he figures to make 10 per cent. total profit, and because that is what he thinks others are asking, he will figure something like this on a sale, which costs him, say, $20.00.

Cost of goods	$20.00
Add 10% of $20.00 for profit	2.00
Total	$22.00

He will probably mark the goods to sell for $25.00, thinking that the extra $3.00 will cover his overhead expense, and that he will make his 10% profit and perhaps a little over.



Wrong Figuring of Percentages Eats up Profits Almost as Much as Excess Overhead

Let us see, now, what has really happened:

Cost of goods	$20.00
Expense, 25% (not of $20.00, but of $25.00, which will be explained later)	6.25
Total cost	$26.25
Sale price	25.00
Net loss	$ 1.25

or 5 per cent. of the selling price.

Next let us illustrate the method of the business man who knows from last year's figures, that his expenses amount to 25 per cent. of his sales, but does not know how to apply that knowledge correctly.

Probably his estimate will show up like this:

Cost of goods	$20.00
Expenses, 25% of $20.00	5.00
Profit, 10% of $20.00	2.00
Total	$27.00

Let us see what has happened in his case:

Cost of goods	$20.00
Expenses 25% of $27.00 (instead of $20.00)	6.75
Total	$26.75
Sale price	27.00
Net profit	$ 0.25

which is .926 per cent. (less than one per cent.) of the sale, and not ten per cent.

The difference between actual and anticipated profit, developed in the above illustrations, is due entirely to the fact that two different bases have been used in arriving at the results. In the first instance, the percentage of expense of 25 per cent. was arrived at by using the sales at selling prices. In the second instance, this percentage was applied to the sales at cost prices. This is the error too often made by business men.

Suppose the cost of a given article or commodity is $10.00, and a merchant wishes to add a margin of 33-1/3 per cent. to the selling price, how would he figure it? Adding 33-1/3 per cent. to the cost will not give the desired result, because:

33-1/3% of $1.00 equals 33-1/3 cents.

$1.00 plus 33-1/3 cents equals $1.33-1/3, or the selling price.

33-1/3 cents divided by $1.33-1/3 equals 25%.

Hence, instead of earning 33-1/3 per cent. on the selling price, as he had planned, the business man would actually earn 25 per cent. only, because different bases were used in the calculation.

The following table gives the equivalent percentage to be applied to cost prices in order to secure a given margin of profit on selling prices.

Rate for Figuring Percentages

Per Cent. on Selling Prices.	Per Cent. on Cost Prices	Per Cent. on Selling Prices	Per Cent. on Cost Prices.
25	.333	38	.613
26	.351	39	.639
27	.370	40	.666
28	.390	41	.695
29	.410	42	.724
30	.430	43	.754
31	.450	44	.784
32	.471	45	.818
33	.493	46	.852
34	.515	47	.887
35	.538	48	.923
36	.563	49	.961
37	.587	50	1.00

In this matter of figuring percentages, the very first thing we must get a firm hold on is this:

To figure by per cent. intelligently we must have, somewhere, something that represents 100 per cent., which in this case is the SALE PRICE. When we attempt to figure any part of the whole as 100 per cent., we immediately get into difficulty. All component parts are measured as 100ths of this 100 per cent. Hence:

If expenses represent 25%
And profit represents 10%

We have accounted for 35%
And the cost of the goods must, therefore, represent 65%

Making the sale price 100%

In other words, the $20.00 cost of goods is 65 per cent. of the sale price, which sale price is represented by the total of 100 per cent.

In figuring percentages of this kind, the following rule must always be observed:

Divide the amount of the cost by the percentage it represents.

The answer will be the sale price.

$20.00 divided by 65% equals $30.77, which should be the selling price of the merchandise, provided the price paid for the goods is $20.00, expenses are 25% of the sales, and the dealer wishes to make a profit of 10 per cent. net.

How do we know this is correct? A method to be of any value must be susceptible to mathematical proof. Let us therefore prove the proposition thus:

Cost of goods	65% of	$30.77 equals	$20.00
Expenses ..	25% of	30.77 equals	7.69
Profit	10% of	30.77 equals	3.08
Total....	100% of	$30.77 equals	$30.77

This method is absolutely correct, whether it is applied to a 50c. sale or to a $500.00 sale.

The selling price is 100 per cent., or the whole. All component parts are represented by 100ths, or percentages of the whole. There is nothing in the entire equation that represents 100 per cent. except the selling price. Hence, all percentage computations should be based on the selling price.

The broad lines of a commercial treaty between France and Canada have been arranged by the Canadian Ministers, W. S. Fielding and Ernest Lapointe, in conference with officials of the French Ministry of Commerce.

Gifts Of Utility Dominate Displays



For the past two or three years gifts of a more useful nature have been given at Christmas. Cashing in on this idea R. T. Holman, Ltd., Summerside, P.E.I., arrange forceful window displays at the Christmas season. A wide range of very useful lines can be seen in this window, including motor car mirrors, heaters and other winter auto accessories, along with various tools. The motor car owner and the mechanic or handy man around the house are interested in such lines. A neat card appears on the imitation mantel stating "it is practical Xmas gifts that are appreciated." The decorated trees, and the general Christmas atmosphere, caused many persons to stop. Many sales were made of the various lines shown, indicating that the suggestion of gifts of utility is all that is needed to bring buyers.

The Art of Showcard Lettering

Suggestions as to How to Hold the Pen and Obtain Greater Facility—Some Alphabets Adapted for Use in Pen Lettering—Satisfactory Color for Pen Work—The Practical Importance of Pen Lettering

By JALEXO

THE pen has a definite and prominent place in the hands of the experienced cardwriter. It is through the medium of the pen that the desired "gray" effect is obtained on showcards, which are lettered in paragraph fashion. It may here be explained that in showcards where caption, reading matter and price are lettered on a card, it becomes necessary to distinguish these elements by correct display and contrast. A showcard of this sort lettered in black, permits of three contrasting effects—black, gray and white. We may also observe here that the caption and price provide the black contrast, the reading matter provides the gray contrast and the spacing around and between the various elements of display provide the white contrast. Hence we have the black, gray and white, which must be kept continually in mind during the layout and lettering of the card.

Obviously it is to the pen that the cardwriter looks for the means of acquiring the desired gray contrast which is so appropriate when rightly used.

How To Hold The Pen

The pen, it will be noticed, is held in much the same manner as the brush. In the accompanying sketch we have two methods of holding the pen. Both ways are recommended, since each brings a distinctly different result. Position 1, illustrates the upright effect in lettering obtained by holding the pen squarely to the line, and keeping it in this position for the execution of both straight and curved strokes. Similarly in position 2 we have a distinct change of lettering which comes from holding the pen at the angle shown, and (as in the case of position 1) keeping it in this position during the execution of both straight and curved strokes.

Pen Easier To Master Than Brush

It is popularly recognized, however, that penwork is more easily mastered than brushwork, due to the fact that in using a pen, the hand obtains a firmer hold on the card as a result of the pressure required in making the characters. A first attempt at penwork, of course, is likely to prove disappointing. Penwork is not so simple that it can be mastered in a day. As with the brush, so with the pen, careful, attentive perusal is imperative at every stroke. It is only through constant practice that one reaches any marked degree of proficiency. Devote but thirty minutes a day to the pen and the numberless little difficulties will practically vanish within a week or so. Any cardwriter who questions his ability to bring the pen under complete control, will, upon giving the matter sufficient study and practice, discover that his "troubles" were more imaginary than real.

Color for Penwork

Black is the most satisfactory color for use with the pen. The ordinary brush color, diluted with water to the right consistency is in universal usage. If, however, you wish to mix some color of your own, there is an excellent formula: First, obtain some lamp black; second, dissolve water-soluble nigrosine dye in water; third, mix these to the desired consistency; and fourth, add glycerine and mucilage for a binder. This color will be found suitable alike for pen or brush.

The Soennecker Pen

The beginner is advised to experiment with the Soennecker pen. It is simple in construction and comparatively easy to handle. These pens come in a variety of sizes, from narrow to wide. Any supply school (or dealer in cardwriters' needs) will be able to meet your requirements in this respect. When new, pens are not sufficiently pliable for immediate service. Preparation is essential. Each pen ought to be held in the flame of a match for about five seconds. When taken from the flame, the pen should be dipped in cold water. This process softens the pen and makes possible that smooth fluent lettering so much admired.

Nobody ever mastered the pen without patient submission to a discipline far from attractive and entertaining. Penwork bristles all over with technical difficulties, and I will hazard the assertion, without much fear of contradiction from those acquainted with the subject, that it offers drudgery enough and disappointment enough to be a training both in patience and drudgery.

Practice Strokes For Penwork

From the illustrations herewith the student will observe that the practice strokes which comprise the pen alphabets are executed in the same series of movements required for brush work. The same principles hold good throughout the alphabets.

When charging the pen with color, it is a good plan to shake off the surplus so as to avoid "blotting" on the card when strokes overlap. This is a frequent cause of disaster and demands constant care and supervision.

Penwork on Large Showcards

Although pretty generally used on small cards, penwork is also adapted for the lettering of showcards in the larger sizes, namely, half and quarter sheets. The writer recalls a series of interesting half-sheet (14 x 22-inch) cards used in the windows of an extensive retail hardware store in one of our Canadian cities. These showcards featured merchandising messages referring to the goods in the window, and were lettered exclusively with the pen. An initial letter on each card at the beginning of the first paragraph was the only display element observable. Wide borders, margins and thin line borders produced an effect that forcibly impressed the onlooker. The penwork on

Vertical

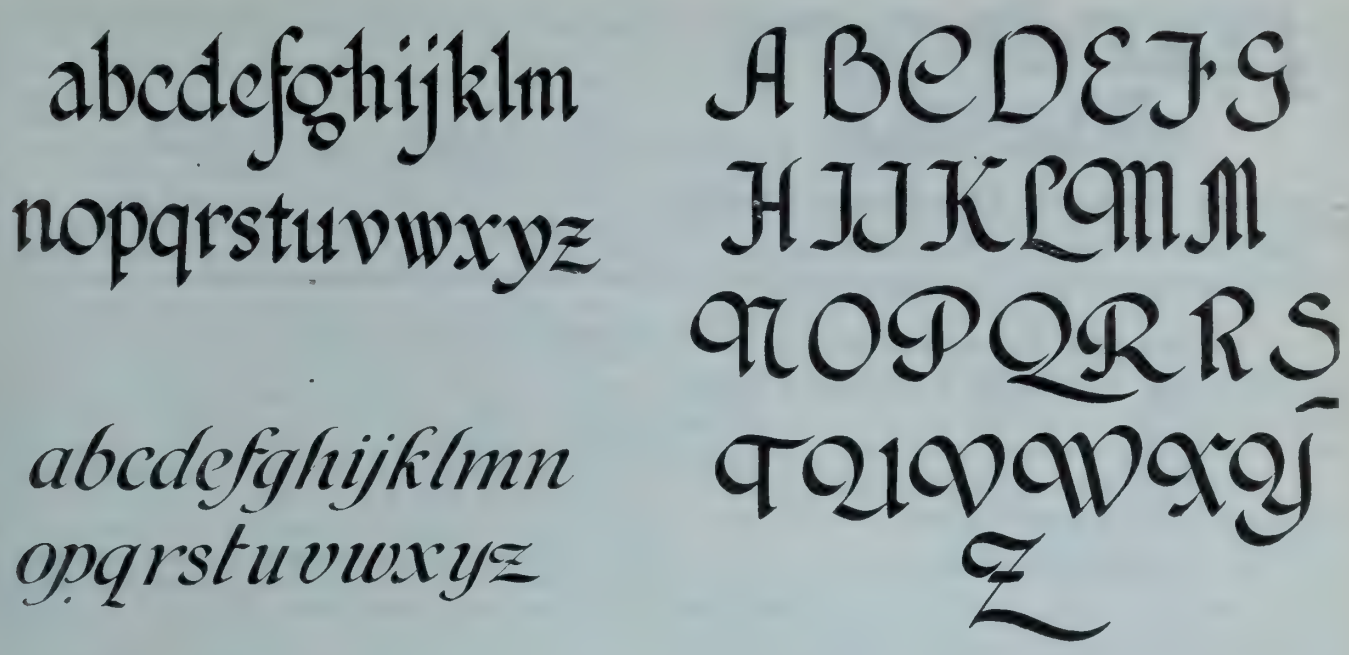


POSITION I

Slant or Italic

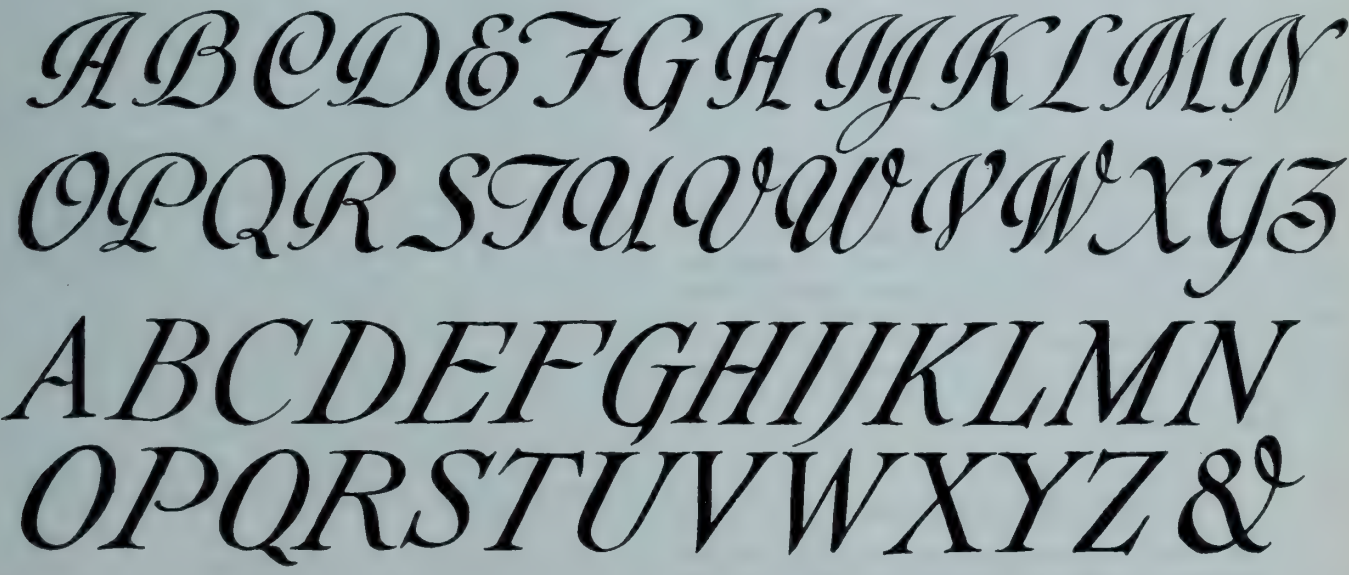


POSITION II



those showcards was invariably done in black color on white cardboard.

The smaller store, however, might easily secure this refined, inviting style for its particular use, by specifying a smaller card, say the quarter-sheet (11 x 14-inch) size. This would be found obviously more appropriate. Lettered solely with the pen, the showcard, whether half or quartersheet, may be made to deliver the message in a quiet, unmistakable manner. Details to keep in mind, while doing cards of this description, are, wide margins, thin line borders and if desired, an initial letter or other dainty ornament. Above all, penwork must be clean-cut. It has to be, in order to gain clear, readable results. There's no reason why this kind of lettering should be stiff and labored. Upon overcoming the first beginnings, as it were, during which every practice sheet will be an advance on its predecessor in style, construction and technique, the student will quite naturally acquire the ability to do penwork that reflects the neatness and freedom of the expert.



Display Men's Club is Organized

Toronto Display Men Form Association —Entertained by Claude Forsyth of Kitchener

A Display Men's Club has been organized in the city of Toronto, similar to those that have been operating successfully in many cities of the United States for some years. It is to be known as the Toronto Display Men's Club and it will be conducted under the rules and regulations of the International Association, with such modifications that are deemed necessary. A good deal of the credit for the organization of the Toronto club is due to F. G. R. Lacey, the Canadian representative of the International Executive Committee.

It is the intention of the club to hold their meetings on the second Monday of each month and competent speakers will be secured for the occasions.

The officers of the new club are: Hon. President, E. P. Burns; President, F. G. R. Lacey; Vice-president, C. L. Brown; Secretary, G. E. Duffy; Treasurer, C. L. Mordon; trustees, C. H. Bray, W. H. Mould, A. S. Hardy, N. L. Birrell.

On a recent evening Claude Forsythe of Kitchener entertained the members of the club to a dinner at the King Edward. Over forty members have poined the club already.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, DECEMBER 9, 1922

A Common Oversight

DISCUSSING advertising matters with retail hardware merchants recently, numerous cases have come to the attention of Hardware and Metal where various irrelevant charges are being entered against advertising account. Some such items include advertising in picnic, bazaar and such programes designed solely as revenue producers, and in which an advertisement is merely a charitable gift. They also include free goods, donations to religious, charitable and fraternal organizations, entertainment expenditures, rebates, bonuses, price lists, calling cards, printing used outside of advertising work, demonstrations, attending conventions, personal expenses of various sorts, cartons, labels, fancy containers, sampling, etc. These are just some of the charges which it is found are being charged against advertising account by some hardwaremen.

In such cases it is little wonder that hardwaremen question if their expenditures do not exceed the return from such advertising expenditure. While this policy may be the easiest way of taking care of certain minor charges, it is evident that it is grossly unfair to advertising. The inevitable result of working a willing horse to death will surely follow such a policy. Examination shows that many such expenses should be charged against selling costs and personal expenses. They are all probably legitimate expenses, but they are being accounted for incorrectly due to an inefficient system of bookkeeping. Each division of advertising, of selling, of finance, of administration should have its separate account. It is only by following this policy that a true record of the business can be kept, and rectifying measures taken at the right place when trouble develops.

Crystallize Tax Ideas

THE FIRST effort at crystallizing the ideas of all branches of the trade in respect to taxation has been taken this week at a conference in Toronto of representatives of manufacturers, wholesalers and retailers. Each of these branches of trade have had their own ideas in regard to the raising of revenue by taxation and unfortunately many of such ideas have been guided more by an endeavor to pass the load to someone else than to distribute the load in proper relation to the functions of that particular branch.

There were many difficulties in the way of reaching an amicable settlement but there is unanimous agreement that all taxes should be collected in such a way as to remove as much friction as possible, and to be collected with the least possible expense. The Sales Tax has been upheld in principle and as it has been a big producer of revenue in the last year, some extension of it should enable the elimination of certain other picayune forms of taxation such as Receipt Taxes. There may also be some modification of the present Stamp Tax on cheques, drafts, etc., as outlined elsewhere in this issue. This and the Receipt Tax are more or less based on the English law, but the latter does not carry an extensively graduated Stamp Tax, and it is doubtful if it is in the interests of business to place taxation on the necessary channels of distribution or exchange. Likewise the English Receipt Tax does not apply on every cash register slip or counter check, but on signed receipts, issued very often at the purchaser's request.

The upholding of the Sales Tax principle eliminates much possibility of any serious alteration. The Turnover Tax while having some advantages also has some disadvantages in its tendency to pyramid. Little complaint can be found with the principle of the Sales Tax, but undoubtedly some modifications can be made so that it will not have to be absorbed either by wholesalers or retailers, and providing some relief for those retailers such as tinsmiths who are classed as manufacturers for the purpose of taxation. It is along these lines that revision is being suggested and it is hoped that some action will be taken to have the tax regulations of next year's budget on a more equitable basis.

Direct By Mail to Basket

SOME DAY an uncanny genius will rise up and announce the tonnage of wasted paper represented in direct-by-mail advertising which goes direct through the waste paper basket to oblivion.

The story is told of a manufacturer who tried to keep a month's record of this kind of material coming to his desk. He gave up in despair at the end of two weeks, and on looking over the list he had compiled, found that he had been invited to concentrate on the merits of the following: Phonographs, oriental rugs, lubricating oils, electric beaters, electric heat-treating furnaces, shop equipment and furniture, monthly calendars linking up works of art with small tools, roofing materials, fertilizers and furnaces and a host of literature advising him about opportunities in gold mines and industrial ventures.

Much of the material, he said, should never have been distributed to business offices, but was really intended to reach members of the staff; much of it, he admits, came in attractive and expensive form. None of it had an appeal because when it came to buying an article, he preferred to see what the other fellow had to say. This he could only find through his business papers. There he had his market, with the merits of the different wares intelligently discussed, and there he found his most practical buying guide. He eliminated direct-by-mail from his advertising appropriation. So far as he could see, it was diverting but had no merit in what he described as the competitive buying information so essentially available in business papers.

* * * *

HARDWARE merchants have claimed many advantages for the merchandise they handle but a new angle is now apparent in connection with paint business. It was shown at the recent convention of the National Paint, Oil and Varnish Association that paint had been used considerably in helping shell shocked soldiers regain their health. In one case a young soldier, a mental wreck, regained his health in a room finished in primrose yellow. Dark colors produce melancholia, red has a temporary stimulating effect followed by nervous reaction, blue caused apparent calm, green happiness and vitality and yellow amiability. Hardwaremen with altruistic ideas can thus employ them and give them a commercial twist which should help business in the paint department.

For the Man Behind the Counter

Makes Use of Salesmen's Record Sheet

Figures of Sales Made Each Day in Average Week by Five Salesmen in Carter Bros. Hardware Store at Picton, Ont., Shows 1,209 Customers Waited on Under Cash System

SOME idea of the number of customers waited upon by the men "behind the counter" in the hardware store of Carter Bros., Picton, Ont., is shown in figures given in this article. This store since being placed on the cash basis has made rapid strides from the standpoint of volume of business and for a town the size of Picton, Ont., the figures are significant. The figures show the average number of sales on the days of a recent week.

	Mon.	Tues.	Wed.	Thurs.	Frid.	Sat.	Totl.
W. J. Carter	29	22	33	23	20	45	172
T. Mounce (bookkeeper	3	23	31	16	20	27	120
G. McGibbon	61	46	30	9	42	121	309
C. Carter	43	47	37	14	64	93	298
J. Cole	49	39	43	41	46	92	310
	185	177	174	103	192	378	1209

These figures representing an average week in the Carter store show many more customers waited on and sales made than during the similar period before the introduction of the cash system. They indicate gradually declining volume of business from Monday until Thursday, followed by a big increase on Friday and Saturday giving a total of 1,209 sales made for the week by five salesmen or an average of 242 sales per week each. Apart from the store proprietor, part of whose time must be devoted to other matters than selling, and also apart from the bookkeeper who spends part time only on selling, it will be noted that the records of the other three salesmen are about equal. Those three also made two-thirds of the actual sales.

Such a record as this provides some interesting figures for retail salesmen to watch. The idea can of course be developed by making comparisons with previous months and years.

Discussing new ideas for selling, Mr. Carter states that he is thinking of trying out an advertising plan in connection with children. He has noticed that any little attention shown children when parents are with them is greatly appreciated by the latter. A plan is being worked out with the object of making every child that is sent to the store, wish to come again. It is also planned so that other children will get to know what is being done and they in turn will probably influence their parents to the store.

Carter Bros. have just finished placing two hundred sign boards on the different roads leading into Picton. It is felt that this is good advertising to tourists and to townspeople using these highways regularly.

Says Clerk in Story Knew His Business

COMMENTING on the article by A. G. Keeney which appeared in this department in the September 2 issue of Hardware and Metal, Floyd A. Wonnacott, of Charlottetown, P.E.I., writes as follows:—

"I find some good reading in Hardware and Metal and I thought I should write and give my opinion of A. G. Keeney's story for 'The Man Behind the Counter' in your September 2 issue.

"It is quite correct to say that the average customer takes notice of the clerk and likes to pick out a certain one to have wait on him, but just because he happened to be in a hurry when in that store he thinks the clerk was wasting his employer's time. That same clerk knew his business and he would not let that old gentleman go away with the impression that he was trying to get rid of him. That same customer might be going to paint his house some day and if rushed he would not likely go back there to buy his paint, etc.

"I have had a few years' experience 'Behind the Counter' and my advice is to never try to get rid of those fussy old customers until they go away satisfied. Then they might come back for something bigger than the ten cent article."

(Signed) FLOYD A. WONNACOTT.



Hardware Hits

A stout lady of foreign birth waddled into the local store on a warm day and asked for a box of talcum powder.

"Mennens?" asked the clerk.

"No, vimmins."

"Will you have it scented, madam?"

"No, thank you," replied she sweetly, "I'll take it with me."

* * * *

Pat was helping the gardener on a gentleman's place, and, observing a shallow stone basin containing water, he inquired what it was for.

"That," said the gardener," is a bird bath."

"Don't ye be foolin' me," grinned Pat. "What is it?"

"A bird bath. Why do you doubt it?"

"Because I don't belave there's a birrd alive that can tell Saturday night from anny other."

* * * *

Slight Error—The deputy sheriff was trying to break the bad news gently.

"Are you the Widow Jones, ma'am?" he asked the woman who came to the door.

"Widow Jones?" she retorted with asperity. "Not so you could notice it. My old man is workin' back there in his plumbing shop this minute."

"Sorry to have disturbed you then, ma'am," replied the deputy politely. "Guess the boys must have gone and lynched the wrong feller."

* * * *

"Sam," said Mr. Hardwareman, to his office boy, "you told me you had an engagement with your dentist yesterday afternoon."

"I—er—did, sir."

"I saw you at the ball game."

"Yes, sir. The tall, thin gentleman sitting next to me was my dentist."

ist."

* * * *

Sheriff—Have you seen any suspicious characters hanging around here?

Ku Klux Klansman—Well, suh. I did see one feller hanging on a tree down the road, but he wa'n't suspicious, he was daid.

Join The 1922 Hardware and Metal Christmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

Events in the Trade

OPENS NEW STORE

J. E. Fauteaux has commenced business in a new store at 259 Bleury St., Montreal, under the name of The Bleury Hardware Store.

NEW FIRMS

Haileybury, Ont.—Reilly-Allard Hardware Co. is starting business again after the fire which swept Northern Ontario in October. This firm desire catalogs and prices on general hardware lines.

FIRE LOSS

J. B. Gauthier, hardware merchant, Terrebonne, Quebec, suffered fire loss.

Montreal.—J. E. Leduc, hardware merchant suffered fire loss.

OBITUARY

Arthur M. Spear, vice-president of the Asbestos Mfg. Co., Lachine, Que., died in Montreal on Sunday. Mr. Spear was in ill health for some time past and was a patient in the Royal Victoria Hospital where he underwent an operation.

PERSONAL

Adcock & Co., Montreal, have been appointed Canadian representatives for the Lyman Gun Sight Corp., Middlefield, Conn.

Ald. Percy B. Chown, of the firm of A. Chown & Co., Kingston, Ont., who is completing four years as chairman of the civic fire and light committee, had the honor of being re-elected as an alderman, representing Victoria ward, at the municipal elections.

PLANT TO MAKE GASOLINE

London, Ont.—An important industrial development of interest to the hardware trade to take place at Petrolea, Ont., was outlined to Hardware and Metal by Bloss P. Corey. Work is to proceed on the erection of an extensive plant for the manufacture of gasoline, illuminating oil, lubricants and soaps.

"Work will proceed immediately," said Mr. Corey, "on the erection of the various buildings required and also on the construction of various large storage tanks. We expect to be in a position to commence distribution by spring."

Mr. Corey stated that his son will be associated with him in the development of the Petrolea enterprise and that, while the company will continue its plant in Buffalo, the head office will be in Petrolea.

EMERY WHEEL COMPANY CHANGES HANDS

Hamilton, Ont.—The Canadian Emery Wheel Co., of 46 Ferguson St., S., Hamilton, has been sold to the Lyon Emery Wheel Co. of Brockville, Ontario.

WESTERN ONTARIO NOTES

J. H. Pickering of Talbotville, Ont., is adding a new service station to his equipment, expecting a large trade with the opening of the fine new highway.

TRAVELLERS' ANNUAL DINNER

Following the annual meeting of the Dominion Commercial Travellers' Association in Montreal on December 16, the annual dinner will be held on the evening of December 18.

MAY REFINE GASOLINE NEAR ST. JOHN

St. John, N.B.—According to information now in the hands of the secretary of the St. John Board of Trade, a plant may soon be erected in the vicinity of St. John in connection with the commercial development of the oil shales of the province. This plant would not only extract the oil from the shale, but refine gasoline from the oil, and it is understood that the intention is to have the plant of sufficient size to turn out gasoline for sale upon the local market.



DAVID FINDLAY

President Findlay Bros. Co., Ltd., Carleton Place, Ont., stove manufacturers, who contested the Federal by-election in Lanark County as Liberal candidate.

INCORPORATION

Omer de Serres, hardware merchant, Montreal, has incorporated his company.

WILL EXTEND GLASS FACTORY

Hamilton, Ont.—An extension to the plant of the Dominion Glass Company, Chapple street, will be constructed at a cost of $8,000, it was announced from the building inspector's office. The building will be used as a warehouse and will be constructed of brick and steel.

TORONTO HARDWARE CLUB MEET NEXT TUESDAY

The Toronto Retail Hardware and Paint Club will hold the regular monthly meeting on Tuesday, December 12, at the Hotel Florence, 30 King Street W. The gathering will be in the upstairs dining room, at 7 o'clock. After the dinner, an address on "Salesmanship" will be delivered by A. G. Pinard, promotion manager, Lowe Bros. Ltd.

MANUFACTURERS' AGENTS OPEN TORONTO BRANCH

The Manufacturers' Canadian Service Ltd., who have operated as manufacturers' agents in Montreal, are now opening a branch office in Toronto at 1209 King street, W., in charge of R. W. Sommerville. The Montreal branch continues under the supervision of A. J. Hopkins. They plan to handle a number of lines of interest to the hardware trade, including drills, the Locktite auto patch, etc. Mr. Sommerville will assume the position of vice-president. He was formerly sales manager with the Russell Gear and Machine Co., Toronto.

SCHWAB PRACTICALLY RETIRED FROM STEEL BUSINESS

Testifying before the Federal Trade Commission, Charles M. Schwab, chairman of the Board of the Bethlehem Steel Corporation, said that he had practically retired from the steel business. Mr Schwab told friends that having reached the age of 60 years he had thought of retiring but after an exhaustive physical examination his physician had pronounced him to be in perfect health.

Mr. Schwab said that he had given up smoking some time ago and did not drink. He was careful to indulge in no excess, did not tax his strength by remaining up until very late hours, and by these means and indulging in a moderate amount of exercise was able to keep in perfect trim. His physician had told him, he said, that he was due to live many years.

F. W. BUDD HEADS MARITIME TRAVELLERS

F. W. Budd, representative of the Ogilvie Flour Mills, is the new president of the Maritime Commercial Travellers' Association. The Nova Scotia vice-president is G. E. Faulkener, and the New Brunswick vice-president is R. B. Richardson. Prince Edward Island vice-president will be elected at the annual meeting to be held on December 14. The Nova Scotia directors are, G. W. Graham, F. W. Herman, G. S. Lee, F. H. Keating, E. Y. Rowland, C. W. Smith. The New Brunswick directors are, L. M. Owens, R. G. Schofield, W. H. Spear, C. E. Patterson, and two are to be elected at annual meeting.

AUCTIONEER BROUGHT IN LARGE QUANTITIES OF OTHER MERCHANDISE

St. John, N. B.—The Retail Merchants' Association of St. John, N. B., is very much interested in a complaint lodged by a section of their members. It seems that a merchant in financial difficulties turned his affairs over into the hands of auctioneers, to raise a sufficient amount to satisfy his creditors. Certain members of the association allege that the auctioneer brought down large quantities of merchandise from other towns, and at the same time led the public to believe that such goods were the regular stock of the merchant in question, but in reality were goods of inferior quality than were ever stocked. Some of the purchasers claim that they are well satisfied with goods bought, while others claim that articles purchased by them were far below the value they believed themselves to be receiving. So far the association has not taken any action as an organization, but the matter has been brought to the attention of the city council, and the council has requested that proofs be furnished showing that goods were specially imported. Should they be able to show the required proofs, the auctioneer will have to pay a licence of $500, otherwise he will get off with the regular fee of $150.

D. H. Howden & Co. to Enlarge Toronto Branch

Plans are now under way, it is understood, for a large warehouse for D. H. Howden & Co., Toronto. It is also said that one of the chief officials of the company will in future make his home in the city of Toronto. It is stated that the growth of the business has made the present premises entirely too small. The company is planning not only a larger warehouse but contemplates extension of the travelling staff and of the territory to be covered.

ELECTRICAL EQUIPMENT STIMULATED IN MARITIMES

St. John, N. B.—That hydro-developments are stimulating sales of electrical appliances in the Province of New Brunswick, and that the electrical business is expanding at a great rate, is the opinion of William Harrison, of Moncton, who represents a large electrical apparatus manufacturing company in New Brunswick. Mr. Harrison was in St. John recently, and stated that more electrical apparatus was being sold in this province now than at any other time in its history. Everywhere the trade in electric irons, toasters and other household appliances had increased, and the call for construction materials had been greater than ever. So far as St. John is concerned, the local hardware merchants say that they have not yet noticed any great increase in the sales of electrical goods, although the visitors to the stores are showing an increased interest in electrical supplies. The local power company has made arrangements with a group of electrical contractors, and a scale of prices has been drawn up, and arrangements made whereby householders can have their homes wired and pay for the wiring by instalments each month at the same time as they pay their light bill. This will no doubt have the effect of increasing the sale of supplies. Skates and sleds are now beginning to sell, and the hardware merchants state that the prospects look good for the coming season. The addition of a new hockey arena to the city has had the effect of stimulating the sale of skates and hockey supplies.

CANADA BUYS MOST STEEL FROM UNITED STATES

During September Canada bought more iron and steel from the United States than did any other country. The Iron and Steel Division of the United States Department of Commerce announces that Canadian interests bought 41,417 tons. Japan occupied second place with purchases of 22,328 tons.

CO-OPERATIVE PLAN TO LOWER COST OF BUILDING HARDWARE ETC.

Windsor, Ont.—Concerted action to bring down the prevailing prices of building supplies, which it is claimed are exorbitant, is to be started by the Builders' and Contractors' Association of Essex County. Already thousands of dollars are said to have been pledged verbally by the members to smash the combines operating building supply concerns. This announcement was made by H. E. Turner, secretary of the association.

Negotiations are now practically completed for the operation of a co-operative supply yard to be located in Windsor near a point where transportation facilities are favorable, and will be the first drastic step taken by the association to lower the prices of building materials.

"This is not being done to antagonize dealers' supplies, but simply to cut down the cost of materials, which at present are exorbitant," said Mr. Turner.

The co-operative supply yard will include every piece of material used in construction work. "If necessary we will buy even nails," said one member of the association. Sand, gravel, cement, lumber and all other supplies will be carried.

What Plans Are You Making For Taking Inventory This Year?

Some unique conditions face the retail hardware trade in view of the variation in prices during the year.

A splendid article entitled "How to take and price the annual physical inventory" has been prepared for Hardware and Metal by G. W. Hafner, Manager G. W. Hafner, Inc., Auditors and Industrial Engineers, and will appear in next week's issue.

A good article to study and keep for reference during inventory.

News of Western Canada

For Comment on Winnipeg Hardware Market Tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For Current Prices see Winnipeg Section of "CURRENT HARDWARE QUOTATIONS" in this Issue.

J. W. Hill is withdrawing from the hardware firm of Hill & Wagner Bros., Viscount, Sask.

R. M. Walker, hardware merchant, Waskatenau, Alta., has been succeeded by Bunyan & Boyd.

J. W. Hill, formerly of Hill & Wagner Bros., Viscount, Sask., has bought the firm of Peck & Meen.

Archie MacFarlane, of Montreal, visited Calgary and Edmonton on his way to West Coast points.

Olberg Hardware, Broderick, Sask., was broken into. Tools and $20 cash constituted the plunder.

A. W. Givin, Vancouver representative of the Taylor Forbes Co., visited Calgary and Edmonton during the week.

Mr. Twaits, sales manager, and Mr. Conway, western representative of H. Mueller Mfg. Co. Ltd., Sarnia, visited the hardware and plumbing goods trade of Edmonton and Calgary during this week.

Geo. M. Christie of G. F. Stephens & Co., Ltd., Roy Pendray of the British America Paint Co. and H. Hutchcroft of the Winnipeg Paint and Glass Co., visited Edmonton during the week and attended a meeting.

Ernest Bureau of the firm of Richardson & Bureau, Montreal, called at the Winnipeg office of Hardware and Metal, on a return trip from the West. Mr. Bureau, in discussing conditions in Western Canada, stated that he found them showing an improvement.

R. R. Sutherland of Sutherland Bros., Winnipeg, has returned from a business trip from Eastern Canada and United States and reports that many factories in Eastern Canada as well as in the States are working night and day in order to keep up with their orders. This applies particularly to builders' hardware lines.

Regina, Sask.—Negotiations for the purchase of the Capital Hardware store, Eleventh avenue, by C. A. Darke, are practically completed. A price has been agreed upon and Mr. Darke will take possession shortly it is said.

The owners prior to the deal were T. Bolser and C. M. Carruthers. The store will in future be operated under the trade name of C. A. Darke, Limited. It is understood the price agreed upon was in the neighborhood of $16 000.

RETAILERS FAVOR FUNDING OF FARMERS' DEBTS

Edmonton, Alta.—Funding of farmers' debts, through some arrangement with the banks and the provincial government, is a scheme which is finding general favor in the southern section of Alberta. Several farmers' organizations have offered recommendations along this line, and at a meeting, the Macleod branch of the Retail Merchants' Association expressed itself in support of the movement also. The meeting is said to have been one of the largest and most representative ever held in Macleod.

ELECT NEW OFFICERS FOR VANCOUVER RETAIL MERCHANTS' ASSOCIATION

Vancouver.—At the annual meeting of Greater Vancouver branch of the Retail Merchants' Association, E. R. McTaggart was elected president in succession to Harry C. Wilson. Other officers are: First vice-president, H. B. Nielsen, auto accessories; second vice-president, Leslie G. Henderson; treasurer, Geo. Hunter, of Hunter-Henderson Paint Co.; honorary secretary, Geo. H. Jarman. The meeting gave its endorsement of the committee's action in choosing five aldermen and a candidate for mayor, whom the R. M. A. will support on December 13. The present council, with the exception of one man, Ald. W. R. Owen, of Owen & McCallum, retail hardware dealers in Mount Pleasant, will be opposed.

ENLARGE WINDOW SPACE

Vancouver.—Share Brothers, retail hardwaremen, who, during the summer, secured the premises near the corner of Granville and Hastings Streets, have changed the entire front, giving more than double the window space on a slant inwards, and are now displaying a full line of sporting goods.

SIX-DAY WEEK FOR EDMONTON STORES

Edmonton, Alta.—Retail merchants of this city have definitely decided to keep their stores open for business six days a week, pending the anticipated enactment, early in the new year, of provincial legislation governing this matter.

It was also decided that when the new provincial bill is brought up for discussion, presumably early in December, a committee of retail merchants shall be appointed to look into its clauses, and, if necessary, offer suggestions that would make the bill acceptable to all.

Death of Pioneer Western Hardwareman

Impressive Funeral Ceremony for Late Ernest A. Dykes of Dykes & Rutley, Kindersley, Sask.

THE death of Ernest Augustus Dykes of Kindersley, Sask., as briefly referred to in last week's issue of Hardware and Metal, removes a figure prominent in the hardware trade for some years. Mr. Dykes was one of Kindersley's early pioneers and died at the age of 50 years from an attack of appendicitis.

Mr. Dykes was a member of the hardware firm of Dykes & Rutley, of Kindersley, going there in the summer of 1909, doing business in tent town until the townsite of Kindersley was surveyed and the town lots sold. He was a highly respected citizen and had served several terms on the town council, being councillor at the time of his death.

He was always working in the interest of the community. A man of excellent habits, fine moral character, he continued to be active in business and church affairs until his death. The sad news of his death casts a shadow over the whole community. Mr. Dykes was a member of the Kindersley St. Paul's Presbyterian church and belonged to the Kindersley A. F. & A. M. Lodge.

The large number of people that attended his funeral was a testimony of the esteem in which he was held by all who knew him.

Brother of A. E. Dykes

Besides a devoted wife and little daughter, he leaves to mourn his loss an aged father, who resides at McGregor, Man., two brothers, A. E. Dykes, manager of the J. H. Ashdown Hardware Co., Winnipeg, who was with his brother when death came, and Albert Dykes, also of Winnipeg; two sisters, Mrs. Edward Zuel, Mankato, Minnesota, and Mrs. Marsh of McGregor.

The funeral service was held in the Presbyterian church. At the close of the service an unusually large procession followed the hearse to the cemetery, where the Masonic Order held a very impressive funeral service, there being over 60 members present.

New Hardware Goods

Offered to Canadian Hardwaremen

"UNIVERSAL" LOUD SPEAKERS

Another addition to their line of radio is being made by the Roller-Smith Co., of New York City, in the "Universal" loud speaker. A number of descriptive points are claimed by the makers, as follows;—The volume of sound



more than ample for home service, and no battery is needed. It is also said to give faithful reproduction without "rattling" or metallic effects, due to the large bell which allows the sounds to leave the horn without resonance. Its sensitiveness is attributed to the two built-in receiver units. Acoustic effects are also featured which it is said will practically eliminate light static and weak code signals. The horn is 21 inches high, with 10½ inch bell and 7½ inch base. Both bell and horn are made of cast aluminum.

ALUMINUM LINE LEVEL

An Aluminum Line Level, No. 108, has just been placed on the market by The L. S. Starrett Co., Athol, Mass.

The makers point out that the lightness of this little level should eliminate any sag in the line. It weighs half an ounce and is 3 inches in length. It is



pointed out that the level may be conveniently carried in the pocket.

A luminous level glass with a yellowish fluid is used for the vial. The slots on the protruding pieces are constructed so that the part of the slot which comes in contact with the line is true in relation to the level. These slots are designed to prevent the level from dropping off the line when in use.

LUFKIN DISPLAY BOARD

A new steel tape display board, carrying a small, but assorted stock, is made by the Lufkin Rule Co. of Canada, Ltd., Windsor, Ont. This board No. 6 contains four tapes, one 50 foot "Challenge," one 50 foot "Rival," and one each 25 and 50 foot "Banner." The "Challenge" is a steel tape in leather case; the "Rival" has a metal case, is especially suitable for rough service; the "Banner," is a high grade steel tape in auto leather case.

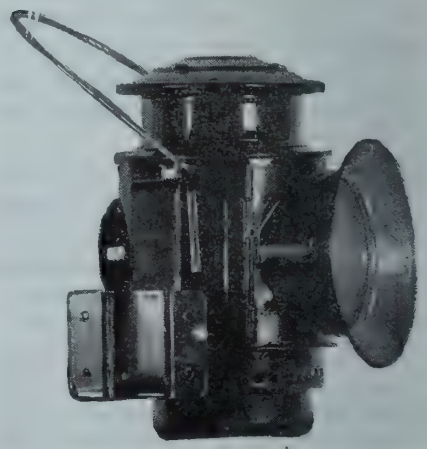
These tapes are displayed on metal tray, or panel, having dull black back-



ground, with lettering, in white, red, and gold. Below each tape is its name and number and place for inserting price. Schedule on back of tray enables the dealer to quote on other lengths than those displayed. The tray can be laid flat, also has metal easel, the size being 10¼ x 12½ inches.

NEW DRIVING LAMP

To meet the requirements of the new traffic regulations, E. T. Wright Co., Ltd., Hamilton, have placed on the market a new carriage and driving lamp, equipped with a bracket and side clip for either right or left side. A 3 in. glass bull's-eye with reflecting rim throws the light forward, and a 1½ in. red signal is exposed at rear. The ¾ in. wick is operated from the outside, and the front and bottom are removable in one piece. The makers point out that coal oil will give the most satisfactory results, although sperm oil may be used.



The oil capacity is sufficient to burn a long time without replenishing.

"LITTLE GIANT" PIPE WRENCH

The "Little Giant" pipe wrench is a new product of the Greenfield Tap & Die Corporation, Galt, Ont. The makers claim that this wrench can handle pipes in corners, close to walls, and similar confined places. It can be set straight on the pipe, instead of having to fit the jaws on from the side.

It is also pointed out that the "Little Giant" wrench has three parts; a handle and jaw in one piece, a movable jaw, and a hardened steel nut. There are no springs, rivets, frame or pins.

Another feature is the double set of teeth on the main jaw. The movable jaw can be engaged at option, with either of these sets of teeth with consequent lengthened life. On the larger sizes, 14 in. and greater, two additional sets of teeth are provided, making four in



all, and the movable jaw can be reversed to engage these additional sets of teeth, which are below the adjusting nut. It is being manufactured in 8, 10, 14, 18 and 24 in. sizes, of which the three smaller sizes are being introduced to the market.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

ALTHOUGH price revisions on the current hardware markets are not so numerous as during recent weeks, yet a number of important developments are recorded. Higher quotations appear on spades, shovels and scoops through revised discounts, and other advances include roller skates, ordinary carpenters' and razor blade draw knives, together with a fifteen per cent. increase on socket firmer, framing, paring and corner chisels. The higher price levels are now general on cotton wastes, while a further revision in this direction is considered likely in the new year.

Reductions are moderate in number, the principal change being on lighter weights of both dry and tarred fibre building papers, and also heavy straw sheathing. Prices on mineral surface roofings are now lower. A similar development is recorded in the Jonathan Crookes line of pocket cutlery, jack knives showing a substantial reduction, with a decline of minor proportions on pen and pocket knives. New quotations on window rubbers or cleaners are approximately ten per cent. lower. Turpentine markets are easier this week, a recession of five cents being recorded in certain quarters.

As foreshadowed in former issues of Hardware and Metal, a statement is now made that the manufacture of Sovereign and Regal paper shot shells will be discontinued at the close of the present year. The Iver Johnson prices are guaranteed against decline until December, 1923, but those now quoted, however, are considered subject to advances. Some rumors are prevalent of price readjustments on certain lines of galvanized and enameled wares. No action in this direction has been recorded. A firmer market is evident in galvanized wire, but there is a diversity of opinion as to whether any upward price movement will result. An average trade is recorded in the sheet markets, with a conservative tone in bar iron and steel. There has been a seasonal falling off in radiator trade, together with a quieter session in scrap materials. Little variation is recorded in the non-ferrous metal group, tin and spelter exhibiting an inclination to recover from the recent reaction.

Electrical products are numbered among the numerous seasonable hardware lines at present enjoying a brisk volume of holiday trade. Active sales are recorded for toasters, grills, irons, percolators, heaters, hair curlers, flashlights and batteries. Glass ovenware and silver plated flatware, alarm clocks, skates, hockey outfits, and other sporting goods, as well as auto accessories and toys, are included in the list of products receiving prominence as gift suggestions at this period. Christmas trade is now generally reported on an active scale.

Montreal, Que.

MONTREAL, December 7.—Price reductions are announced this week on the lighter weights of building papers, certain lines of sheathings, and the Jonathan Crookes line of pocket cutlery. Both dry and tarred papers are affected, also the same lines of straw sheathings. Increased price levels may shortly be announced on plain galvanized wire, plain twist, coil spring and barbed wire. It is understood that new quotations will likely be ten cents higher than formerly. Socket firmer, paring, framing and corner chisels are higher in price, also ordinary carpenters' and razor blade drawing knives. Tin and spelter are again firmer on primary metal markets after a temporary set-back. The further decline in domestic pig iron prices is of interest and while opinions differ as to the direct affect this is liable to have on finished iron and steel products, it is considered sufficient to cause a weaker market tone in some lines. Revised quotations are now general on cotton wastes, and a firm undertone is evident with a further advance around the first of the year thought likely.

MANUFACTURE OF SOVEREIGN AND REGAL SHELLS DISCONTINUED

Montreal.

As outlined some months ago in Hardware and Metal, manufacturers of the Sovereign and Regal paper shot shells contemplate discontinuing these two lines after the close of the present year. Announcement is now definitely made to this effect. Crown shells will still be offered to the trade in all gauges, also the Canuck shell, it being the intention that the latter replace the Sovereign and Regal brands. The Imperial high base shell will also be sold in 12 gauge standard loads. Prices for next season will be issued in the New Year.

FUTURE STEEL DEMAND IMPORTANT QUESTION

Montreal.

"There is a weaker undertone in iron and steel owing to the downward trend of domestic pig iron prices, but the inability of American mills to forward shipments because of the shortage of cars is still maintaining a steady attitude. Demand, which will play an important part in the market from now on, is at the present time quiet, outside of general smaller warehouse business, and whether or not domestic railways will commence a construction program next year is a question of interest among us," said a local distributor of iron and steel products. The fact that domestic producers in this locality are well supplied with overseas pig was also again pointed out, it being stated that most mills have sufficient to last for the greater part of the winter months. Local quotations are unchanged as follows:

IRON AND STEEL—

Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50 3 65
Spring steel	4 75 8 50
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

PRICE REDUCTION IN POCKET CUTLERY

Montreal.

A revision is made in the price list of Jonathan Crookes pocket cutlery, jack knives showing a substantial reduction, and pen and pocket knives a price recession of a minor nature.

REVISED QUOTATIONS ON COTTON WASTES

Montreal.

As outlined in last week's issue of Hardware and Metal, new higher prices on cotton wastes were issued on December 4. Dealers describe the undertone of the market for these products as remaining very firm, and a further increase is expected in some quarters around the first of the new year. Following are price levels now given:

COTTON WASTES—	Per lb.
Cream polishing	0 19
White, XXX extra	0 17
White, XX grand	0 16
White, XLCR	0 15
X Empire	0 13½
X Press	0 12
Colored—	
Fancy	0 14
Lion	0 12½
Standard	0 11
Popular	0 09½
Keen	0 08
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

IVER JOHNSON FIREARMS ON FIRM PRICE BASIS

Montreal.

The Iver Johnson Arms & Cycle Works guarantee present prices against decline until December 31, 1923. Prices, however, now quoted are subject to advances without notice, with a firm tendency in the market for these products.

INCREASED CHISEL PRICES NOW BEING QUOTED

Montreal.

New higher prices are now issued on socket firmer, framing, paring and corner chisels and sleeks. The advance is approximately 15 per cent.

QUIETER TONE IN SHEET MARKETS

Montreal.

With the exception of galvanized sheets, there is a quieter tone in the local sheet markets with the approach of the holiday season. Fair trade is still evident in the former, although here also, a slackening has been noticeable within the past week or so. Black sheets, tin and Canada plate are on a very dull market with little further activity looked for until after the turn of the year at least. Regarding the possibility of an easing in prices in face of the winter period, one local dealer stated that he would not be surprised if lower values were offered during the ensuing months, as very often this was the case when dealers were well stocked and anxious to unload, especially around the inventory period. However, lower price levels would not represent replacement costs and with a firm market tone in production circles it was quite probable that considerable tonnage would be set aside in some quarters for earlier spring requirements.

BLACK SHEETS—		
10 gauge, base	4 00	4 25
12 gauge	4 10	4 35
14 gauge	4 20	4 45
16 gauge	4 30	4 55
18—20 gauge	4 55	4 80
22—24 gauge	4 60	4 85
26 gauge	4 65	4 90
28 gauge	4 75	5 10
GALVANIZED SHEETS—		
Queens Head—		
28 gauge	6 75	7 25
26 gauge	6 50	7 00
24 gauge	6 20	6 70
22 gauge	6 15	6 65
18—20 gauge	5 90	6 40
Other Brands—		
10¾ oz.	6 50	7 00
28 U. S. gauge	6 00	6 50
26 U. S. gauge	5 75	6 25
24 gauge	5 60	6 10
22 gauge	5 60	6 10
18—20 gauge	5 40	5 90
16 gauge	5 25	5 75

These prices are for full bundles, an extra charge of from 25c. to 35c. is made for broken lots. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 20 cts. per 100 lbs. Further extra for sheets 4 ft. wide, according to gauge.

TIN PLATE—Coke	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IC, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s	12 50
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued, 52s	5 10
Blued, 60s	5 15
Welsh, polished, 52s	6 50
Welsh, polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized, 60s	7 75

REDUCED PRICES ON PAPERS AND SHEATHINGS

Montreal.

A reduction of ten cents per roll is made in quotations on the lighter weights of both dry and tarred fibre building papers. Heavy straw sheathings, both dry and tarred, are also reduced twenty-five cents per 100 lbs. Present prices will be found on current market pages.

MINERAL SURFACE ROOFING SLIGHTLY LOWER IN PRICE

Montreal.

Announcement is made by certain manufacturers that quotations on mineral surface roofing in 18 inch and 36 inch widths is reduced fifteen cents per square. 36 inch width is now quoted at $2.50, 18 inch width at $2.95 per square.

ADVANCED QUOTATIONS ON DRAWING KNIVES

Montreal.

An advance of 15 per cent. is also recorded in quotations on ordinary carpenters' and razor blade drawing knives.

GALVANIZED WIRE ON FIRMER PRICE BASIS

Montreal.

Manufacturers announce firmer price levels on galvanized wires such as plain galvanized, plain twist, coil springs and barbed wire. New prices are not yet available but an increase of around ten cents per hundred pounds may be expected.

STEADY TONE IN MARKET FOR PIPE FITTINGS

Montreal.

Quotations on pipe fittings remain on a steady basis, with a fairly good movement reported for this time of year. There is a steady to firm undertone in the market, especially on galvanized fittings. Prevailing discounts are:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%
MALLEABLE FITTINGS—	
Price list effective June 1st, 1922. Discount 70 per cent.	

TRADE IS QUIETER IN BOILER TUBES

Montreal.

Only a fair amount of activity is now recorded in boiler tubes, following a period during the past few weeks when the movement showed some improvement. It is stated that only repair work of the smaller class is demanding supplies, although it was expected that the close of navigation would greatly stimulate sales. It is probable, however, that such requirements may be felt at a little later date. Following are average prices:

BOILER TUBES—	Seamless	Lapweld
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	21 00	.....
1¾ inch	24 50	24 00
2 inch	21 00	19 75
2¼ inch	24 00	22 25
2½ inch	27 00	23 25
3 inch	33 00	29 50
3½ inch	38 00	34 25
4 inch	49 00	43 50

Prices per 100 ft. f.o.b. Montreal.

LESS INTEREST SHOWN IN SCRAP MATERIALS

Montreal.

Interest manifest in scrap metals has subsided with the first appearance of real winter weather. There was a fair buying movement a few weeks ago when certain consumers were apparently anxious to procure supplies before the closed period, and dealers were encouraged in the belief that trade would ex-

tend later in the season this year, but this improvement was not for long standing. Prices are nominally unchanged and following are average dealers' buying prices:

SCRAP—

Autombile Tires	0 50
Rubber Shoes	0 02½
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04½
Lead, heavy	0 04½
Lead, tea	0 03
Heavy copper	0 11½
Wrought iron, R. Rd., No. 1 per gr. ton.	10 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 50 10 00
No. 2 busheling	3 00
Boiler plate	8 00 to 9 00
No. 1 machinery cast	20 00 22 00

FAIR TRADE CONTINUES IN COMPRESSION GOODS

Montreal.

Current trade in brass valves and bibbs is again described as fairly good, and comparing favorably with past seasons for this time of year. Although winter weather is now hindering outside construction, many buildings are being rushed to completion and inside work is being carried out quite extensively. Quotations remain at unchanged discounts, and indications now are that a steady market will remain in evidence for the balance of the year at least.

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	45%
Bath cocks, compression	41%
Jenkins iron body, gate	25%
Bath cocks, quick opening	41%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard.	25%
Gate or straightway	25%
Emco Globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	15%
Jenkins Globe, angle, check and swing check	10%
Jenkins iron body, gate	25%

STRENGTH AGAIN SHOWN IN TIN AND SPELTER

Montreal.

The chief feature of the metal markets this week is the firmer tone in ingot tin and zinc, both of which have again registered advances in prices. In view of the strength of sterling exchange this naturally means higher delivered prices on the former metal. From all indications the gain is based on speculative activity on the London market.

TIN.—November statistics showed an increase in visible supplies of over 2,000 tons, but despite this London has advanced sharply this week. It is thought possible that another effort will be made to boost prices, but this is difficult to say at the moment. The local market is necessarily stronger at 42½ cents.

COPPER.—This metal remains quiet but steady and it would be interesting to see whether the purchase of the Chile Copper Co. by Anaconda will have any effect on the market. Export business is not very brisk, and with domestic consumption certainly no greater than it has been, something would appear to be necessary to stiffen prices. Quotations are unchanged at 17¾ and 17½ cents.

LEAD.—There is little new in this metal, but the American market is quite firm with every indication of present prices being maintained. The English market is also steady with supplies reported as being none too large. Locally this metal is quiet at 7¾ to 8 cents.

SPELTER.—A resumption of English buying in the U. S. A. has caused prices to stiffen again, East St. Louis being quoted at about the high level of $7.35 reached some weeks ago. Whether or not the market will advance beyond this level is said to depend largely on export business, but at the present time the situation is strong. Market here is firm at 10 cents.

ANTIMONY.—There is little or no change to report in antimony, the market continuing quiet at 7 cents for Chinese and 7½ cents for high grade English.

ALUMINUM.—This metal remains in a slightly improved market condition, although there is very little trading at the present time. Quotation is unchanged at 22 cents.

METAL STRENGTH REFLECTS ON LEAD PRODUCTS

Montreal.

Following an easier tone on the primary metal markets last week when both tin and spelter experienced a set-back from their former firmer trend, these metals are again displaying a strong tendency. Tin is reported as firmer within the last few days, while spelter is again higher in price. Lead continues on the higher levels reached some time ago, and altogether metals present a much stronger market tone. Prices on the finished products therefore are firmer at the following unchanged levels.

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

Toronto, Ont.

TORONTO, December 7.—The advance in quotations on spades, shovels and scoops, through the revision in discounts, constitutes the premier development in a market devoid of many changes this week. Several price adjustments, however, are reported pending locally, such items including mineral surface roofings, dry and tarred fibre building papers, galvanized wire, and galvanized and enameled ware. Local asbestos prices remain unchanged, although it is pointed out that owing to recent improvement in the asbestos market, any change in air cell pipe covering would undoubtedly be in an upward direction. Quotations still vary on radiator valves, no settlement having been attained. The quotation of 58 per cent. off is becoming more prevalent as this level is being met by those distributors who were formerly adhering to the lower figure.

ADVANCED PRICES ON SHOVELS, SPADES AND SCOOPS

Toronto.

Through a change in the discounts, quotations on spades, shovels and scoops are advanced. The extent of the increase is approximately six per cent., the former discount being 53 per cent. off on all grades, while the revised level is 50 per cent. This movement corresponds with the recent upward trend of many manufactured hardware prices, and is cited as a reflection of the prevailing higher level of raw material costs.

RUMOR OF PRICE REVISIONS ON SOME WARES

Toronto.

The probability of some revisions being made in galvanized ware prices is the rumor prevalent on the local market this week. That some readjustments in enameled ware quotations are also being considered have been noted, but, up to the present, no developments of this nature have been recorded. That such changes may materialize in the near future is the impression evident in certain quarters, but, on the other hand, it was stated that no definite steps in this direction were pending as yet.

FIRMER MARKET EVIDENT IN GALVANIZED WIRE

Toronto.

A firmer tone is noted on galvanized wire, but opinion appears to be somewhat divided as to whether an upward price revision is imminent. In certain quarters the trend of the market on plain galvanized, plain twist, coil spring and barbed wire has resulted in the rumor that quotations may be advanced to the extent of ten cents per cwt. in the near future. In other quarters, however, the prevailing impression is that

changes in this direction are not considered likely, the fact that wire nails were recently advanced to this extent being one of the causes assisting in such a movement.

CONTEMPLATE REVISION IN ROOFING PRICES

Toronto.

That some revision in prices on roofings is considered possible in the near future, is the opinion expressed in certain distributing circles. It is also stated that any market developments of this nature may show a tendency towards slightly easier levels on certain lines only. No changes have been made up to the present, however, the prices contained on the current quotation pages being those in effect locally.

MODERATE ACTIVITY IN BRASS AND COPPER

Toronto.

Manufacturers and distributors of brass and copper goods record a fair amount of activity for this time of the year. Current trading, however, is described as on a moderate scale, with the undertone of the market remaining fairly steady throughout recent weeks. The tone of primary metals has developed some minor fluctuations, but no changes are considered of sufficient extent to affect the finished products such as sheets, rods and tubing. That some slightly easier levels may become apparent after the turn of the year is the opinion found in local distributing circles. Current quotations remain unchanged at the following levels:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22

COPPER—

Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

LOCAL ASBESTOS PRICES REMAIN UNCHANGED

Toronto.

Although eastern markets are recording some higher price levels on asbestos air cell pipe covering, no change has been made in local discounts on these products. The revisions noted in a recent issue of Hardware and Metal on asbestos sheathing and magnesia pipe covering remain in effect, but other lines maintain former discount levels. An improvement, however, is generally noted in the asbestos market, and the trend is described as upward at this time. Following are local quotations:—

ASBESTOS PRODUCTS—

Pipe Covering—	
Air cell, 4 ply	60 per cent. off list.
Air cell, 3 ply	65 per cent. off list.
Air cell, 2 ply	67½% off standard list.
Boiler Covering	$1.50 per bag
Asbestos Sheathing	$6.75 per 100 lbs.
Magnesia pipe covering	less 40%

SEASONAL AVERAGE IN SOIL PIPE MARKET

Toronto.

Business in soil pipe and fittings is naturally quieter than it was formerly, owing to the lateness of the season. Current trade, however, is described as keeping up to a fair average for this time of the year. The basic materials continue on a steady trend and no change has been made in prevailing market levels. Discounts remain as follows:

SOIL PIPE—

2 inch	Less 33 1-3 per cent.
3 inch	Less 33 1-3 per cent.
4-inch	Less 33 1-3 per cent.
5 and 6 inch	Less 33 1-3 per cent.
8 inch	net

FITTINGS—

2 to 6 inch fittings	Less 45 per cent.
8 inch fittings	net

MODERATE TRADE IN LEAD AND ZINC GOODS

Toronto.

There has been some reaction in primary metals such as tin and spelter, but quotations on the finished products, such as those listed below, have shown no variation on domestic markets. Lead and zinc goods are generally maintaining the higher levels recently recorded, it being pointed out that quotations on these lines were not advanced immediately when primary metal quotations began climbing. Some fluctuations of the current nature were, therefore, more or less anticipated. The current movement of these products is described as fairly good for this time of the year, although the season's trade is moderate when compared with earlier records. Following are unchanged price levels:—

LEAD AND ZINC GOODS—

Lead pipe, list per lb.	0 14
Lead Waste, pipe, list, per lb.	0 15
Do., over 8 in., list per lb.	0 16
Lead pipe is subjected to a discount of	10%
Lead traps and bends	15%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	0 09½ 0 10
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 31
Do., wiping, lb.	0 23½
Do., guaranteed, lb.	0 26½
Do., commercial, lb,	0 23½
Zinc sheets, per lb.	0 11 0 12

AVERAGE TRADE RECORDED IN SHEET MARKETS

Toronto.

There has been no change in sheet prices this week, but the domestic market is described as slightly firmer. There is a steady demand for this season of the year, and distributors state that, on the whole, business remains fairly good. The fact that former price levels for sheets and tin plate in the U. S. market continue unchanged for first quarter shipment, has brought some disappointment in certain quarters where advances were more or less expected. It is pointed out, however, that production is being maintained at a comparatively high rate, while delivery conditions have undergone a slight improvement.

It is noted that, while current business in tin plate was more or less of a restricted character, the recent information that quotations would most likely remain unchanged for first quarter has brought about considerable new buying. Plans for greater production by various automobile manufacturers resulted in expectations for greater business in finished sheets throughout primary markets.

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Key stone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—

10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35

BLACK SHEETS—

18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

LITTLE CHANGE IN NON-FERROUS METALS

Toronto.

In the local ingot metal market, the current demand continues along conservative lines. It seems to be a matter of supply houses carrying, for the time being, the requirements of the trade so far as the small buyer is concerned.

London reports a firm undertone in the tin market, with some improvement in demand from other primary centres.

Copper trading continues comparatively light and prices have undergone no change up to the present.

Although zinc has shown a disposition to sag in London, the New York market is firm. Supplies are not any too heavy and some producers are behind in deliveries. Current prices follow:

INGOT METALS—

Copper	17 25
Tin	41 00
Lead	7 50
Spelter	9 50
Antimony	8 50
Aluminum	22 00

SEASONAL FALLING OFF IN RADIATOR TRADE

Toronto.

Brisk activity has characterized the market for radiators and boilers during the fall session, but the movement of these products is now falling off with the approach of the winter months. Business is still described as good for this time of the year, however, keen interest having been displayed in steam and hot water heating equipment, with the support of the activity experienced in construction work during the year. No change has been made in quotations on either radiators or boilers, the market maintaining a fairly steady tone, and, although the volume of trade is not so pronounced as formerly, it is expected that existing price levels will remain in effect until the New Year.

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in. $1.40; 16 in. $1.50; 14 in. $1.55; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 55 per cent. for water and 56 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 47 per cent. for water and 48 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 52 per cent.

BOILERS—

Water:

Round, 60 per cent off list. Square, 20 per cent. off list.

Steam:

Round, 25 per cent. off list; square, 15 per cent. off list.

QUIETER TRADING IN SCRAP IRON AND STEEL

Toronto.

Local dealers report the call for scrap iron and steel quieter, and the tone softer. Hand-to-mouth buying is being done by consumers. Steel mills are taking heavy melting steel and turnings as needed. Cast scrap has gone down, foundries holding back orders.

In scrap metals there has been a fair demand for red and yellow scrap. White metals have continued moving more actively. Demand for turnings and clippings in the red and yellow division has been quieter. Following are the usual averages of dealers' current buying prices for fairly large quantities:

SCRAP MATERIALS

Scrap Iron	
Heavy melting steel	10 00
Scrap pipe	7 00
Steel turnings	10 00
Malleable scrap	10 00
Rails, scrap	11 00
Net tons—	
No. 1 cast	18 00
Stove plate	14 00
Car Wheels, (std.)	16 00
Scrap Metals	
Heavy copper wire	11 00
Light copper	9 00
No. 1 composition	9 00
Red brass turnings	7 00
Light brass	4 50
Heavy yellow brass	5 25
Heavy lead	4 50
Tea lead	3 00
Scrap zinc	3 50

Scrap Rubber		
Boots and shoes	2 00	2 25
High rubber boots	1 25	1 50
Auto tires	0 25	0 50
Solid tires	0 60	1 00

QUOTATIONS STILL VARY ON RADIATOR VALVES

Toronto.

Some unsettlement still exists on the local market with regard to the prevailing quotation on radiator valves. As previously pointed out, a variation in discounts was apparent, certain distributors maintaining the level of 54 per cent. off, while others were adhering to the former levels of 58 per cent. The quotation of 58 is gradually becoming more general, as it is stated that this figure has to be met by those distributors who desire to adhere to the other price, because of the appearance and spread of the easier level. The opinion that some uniform quotation will be decided upon in the near future is also evident. Following are current discounts:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in	50%
Do., 2½ in to 3 in.	43%
standard	25%
J. M. T.	10/10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	54 to 58%
do., do., removable disc	54 to 58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
Quick opening, No. 3633	50%
No. 3623, plain or index handle	34%

CONSERVATIVE TONE IN BAR IRON MARKET

Toronto.

There is little variation in current prices for bar iron and steel, but conditions are evidently such as to render consumers somewhat cautious until the market is more fully developed. According to local dealers, there appears to be no outstanding reason for price changing at the present time, in view of the somewhat conservative attitude of the market. Buyers still seem to be in control to a very definite extent, however, although difficult conditions surrounding production and delivery tend to loosen this attitude. Dealers report a good demand for interior building materials, such as metal lath. With the usual restricted volume of trade during the winter months, it is pointed out, however, that slight recessions would not be surprising.

IRON AND STEEL—

Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

London, Ont.

LONDON, December 7.—Trade in the hardware stores of this district has been very active during the past week. Seasonable winter lines are moving well and holiday trade is increasing rapidly. Prices show very little change this week. Reports indicate that collections are fairly good.

NAILS STILL RECORD FAIR SALES ACTIVITY

London, Ont.

A good volume of sales for nails is still evident. There has been no change in prices. Considerable improvement is now noted in the supply of cut nails.

NAILS—

Wire nails, base, $3.75 per keg.
Cut, do., base, $4.60 per keg.

PRICES TEN PER CENT. LOWER ON WINDOW RUBBERS

London, Ont.

New prices now in effect on window rubbers or cleaners show a decline of approximately ten per cent. Following are revised levels:

WINDOW RUBBERS—

XLCR Metal Frame, 12" $3.00 doz.; 14" $3.50 doz.; 16" $4.00 doz.

SLIGHTLY HIGHER PRICES ON ROLLER SKATES

London, Ont.

New prices issued on roller skates are slightly higher, as foreshadowed in a former issue of Hardware and Metal. No. 3, plain, are now quoted at $1.00 per pair, and No. 5, ball bearing, at $2.20 per pair.

SLEIGH BELLS IN SEASONAL ACTIVITY

London, Ont.

Sleigh bells are now selling in seasonal volume. Prices are a little lower this season. The prevailing quotations are as follows:

SLEIGH BELLS—

Bronzed Steel Team Bells, No. 7	doz. 1 30
Rough Team Bells No. 2	3 25
Do., No. 3	4 35
Do., No. 4	6 00
Collar Bells on Strap, No. 2	1 35
Do., No. 3	1 45
Swedish Chimes, No. 1400	per set 2 50
Swedish Chimes, No. 1500	2 75
Swedish Chimes, No. 1700	3 75

JUST FAIR ACTIVITY IN LINSEED OIL

London, Ont.

There is merely a fair sale recorded at present for linseed oil, with local prices remaining unchanged at the following levels:

LINSEED OIL—

	Raw Imperial Gal.	Boiled Imperial Gal.
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less Barrels, Add 15c. Gallon.

TURPENTINE SALES REACH LIGHTER VOLUME

London, Ont.

The current sale of turpentine is becoming seasonably lighter, which is usual at this time of the year. Prices have also been reduced five cents per gallon this week, which follow:

TURPENTINE—

1 bbl. lots, $2.15; Imp. Gal.; 2 to 4 bbl. lots, $2.14 Imp. Gal.; 5 Gal lots. $2.30 Imp. Gal.

HORSE SHOE CALKS NOW IN POPULAR CALL

London, Ont.

There is a good sale generally reported at present for horse shoe calks. The current quotation on Neverslip make remains at list less 15 per cent.

SEASONAL ACTIVITY NOTED IN ALARM CLOCKS

London, Ont.

Dealers generally record a good sale of alarm clocks for the Christmas trade. Prevailing prices on these products are as follows:

ALARM CLOCKS—

America, $1.37 each; Lookout. $1.88 each.; Early Bird, $1.17; Sleepmeter, $2.06; Jack-o-Lantern, $2.75; Big Ben Plain Dial, $3.12; Big Ben Luminous Dial, $4.09; Baby Ben, Plain Dial $3.12; Baby Ben, Luminous Dial, $4.09.

CHRISTMAS ACTIVITY IN SILVER-PLATED FLATWARE

London, Ont.

An excellent sale of silver-plated flatware is evident during the present season. Quotations on the 1847 Rodgers line remain at net list, with the Community line prices also at net list.

HOLIDAY ACTIVITY IN GLASS OVENWARE

London, Ont.

A moderately large holiday trade call for glass ovenware is generally evident. Quotations on the Pyrex line continue at list less 33 1/3 per cent.

PUTTY MAINTAINS ACTIVE MOVEMENT

London, Ont.

The active movement of putty keeps up in good volume. Sales for this time of the year are well maintained, although the movement is reaching a natural reaction. Prices are unchanged as follows:

PUTTY—

Standard, 100 lb. drums	4 80
Do., 25 lb. drums	5 05
Pure, 100 lb. drums.	6 05
Do., 25 lb. drums	6 30

IMPROVED ACTIVITY IN THERMOS PRODUCTS

London, Ont.

There is also recorded a good holiday trade for Thermos bottles and lunch kits. Quotations at present in effect are list less 25 and 10 per cent.

ELECTRICAL PRODUCTS AMONG HOLIDAY GOODS

London, Ont.

Electrical products generally are numbered among the seasonal lines enjoying a brisk volume of holiday trade. Active sales are recorded for toasters, irons, grills, percolators, heaters, hair curlers, flashlights and batteries.

Winnipeg, Man.

WINNIPEG, Dec. 7.—Christmas trade becomes more active from day to day, and while many lines are now quieter owing to the approach of the holiday season, a good volume of business has been reported for lines such as cutlery, cut glass, skates, toys, carvers, curling stones and brooms. Collections are showing a slight improvement, but are not as good as expected. There are practically no price changes reported this week. Markets on all lines are ruling steady. Bookings for paints for Spring are satisfactory and are slightly in advance of last year.

LIGHT TRADING RECORDED IN TURPENTINE

Winnipeg.

There is no change in quotations on turpentine. Quotations of $2.45 per gallon are being maintained under a light demand.

SLIGHT DECLINE IN LINSEED OIL QUOTATIONS

Winnipeg.

Current quotations on linseed oil show a decline of two cents per gallon bringing present prices down to $1.15 per gallon on raw and $1.18 on boiled in barrel lots. Spot stocks on hand, while not heavy, are sufficient to meet the necessary requirements.

SPRING PAINT BOOKINGS ATTAIN BETTER VOLUME

Winnipeg.

Spring bookings continue to provide interest in paint and varnish circles with current prospects indicating many opportunities for increased business for paint and allied products during the Spring season. Quotations on all lines are unchanged and manufacturers state that little price developments are looked for. Reports are that Spring bookings have attained a satisfactory volume and are in advance of similar business recorded this time last year.

SEASONAL FREEDOM IN SALE OF CUTLERY LINES

Winnipeg.

A good seasonable sale is now reported for such lines as table cutlery, pocket knives, carving sets and scissors. Quotations remain unchanged on these lines.

SKATES AND HOCKEY OUTFITS NOW IN DEMAND

Winnipeg.

With the skating season at hand, skates and hockey requirements are enjoying good seasonable activity. Prices remain steady at former levels.

ACTIVE DEMAND RECORDED FOR SNOW SHOVELS

Winnipeg.

Wholesalers report an active demand for snow shovels, as the first fall of snow extending practically all over the country has provided a spurt in sales. A seasonal movement in this line is expected from now on

POPULAR CALL FOR CURLING STONES AND BROOMS

Winnipeg.

Dealers report that there is a good demand for all lines of curling stones and brooms. Quotations show practically no change.

Calgary, Alta.

Sorting Business on Holiday Lines Provides Improved Turnover in Alberta Trade

CALGARY, December 7.—Jobbers report that both travellers' orders and mail order business has been better this week than for some time, and that sorting business on seasonal lines is providing a turnover considerably in excess of previous weeks. Christmas orders are shipped and total a good volume. Individual orders cover a better range of lines than in previous years, but with quantities on the conservative side, good sorting on holiday lines is expected as soon as the regular swing of Christmas buying starts. In the city stores this trade has already commenced and gift hardware is being sold for delivery at distant points, but the main interest so far is in the displays which are a distinct improvement over other years. Heating stoves and gas appliances are moving out well, and other seasonable lines ordinarily figuring in November sales will, on account of weather conditions, appear in December sales. This,

with the usual Christmas trade, seems to promise a good month for the hardware store.

Collections show a satisfactory aggregate for November, the volume increasing to good proportions towards the end of the month. Final outstandings for the year are expected to show up a much more healthy condition than at the end of 1921, due, largely, to careful buying and careful credits that have been in evidence during the year, and to a real effort to show up a clean statement.

Coal output is at present under capacity awaiting real winter weather and wider markets, although the merchants of the coal towns are doing a good business, and jobbers are enjoying a good turnover in mine supplies.

Price changes for the week are quite numerous, but mostly of a minor character, showing both advances and declines, and affording little guidance to important movements of the near future. While flat sheets have shown up some weakness in Eastern markets, it is believed most jobbers have covered for first quarter at firm prices.

A slight advance is effective this week on track spikes, amounting to roughly under five per cent. With the close of navigation, the all-rail rate is now operative and is responsible for the higher figures. Jobbers report an active business in the mine rail sizes with the railroad sizes slow. Current quotations at Calgary, Edmonton and Lethbridge are now as follows: 5/16—7.30; ⅜—6.65; 7/16—6.45; ½—6.35; 9/16—6.00; ⅝—6.00 per 100 lbs.

Wrought well casing is also slightly advanced. Drilling has continued under most favorable conditions and in moderate volume, and immediate orders for quick shipment are up to an average season, while merchants are inclined to depend on local stocks rather than to stock in quantities. The change makes following prices current at Calgary, Edmonton and Lethbridge: Inserted joint 4¼—62.25, 5—80.50, 5⅝—99.25, 6¼—110.50; screw and socket 4¼—61.25, 5—79.50, 5⅝—98.00; 6¼—109.25 per 100 feet.

Lead traps and bends are on higher levels in sympathy with the advances on the heavier lead goods recorded two weeks ago. The advance is from four per cent. off to net list, and is effective at Calgary, Edmonton and Lethbridge.

Linseed oil is reduced three cents a gallon. Prices now current are 1.23 for raw and 1.26 for boiled at Calgary, Edmonton and Lethbridge, with ten cents added for less than barrels. The movement on this commodity shows a seasonable slackness with a disinclination to contract for future shipments.

Another advance is effective on turpentine; this time of five cents per gallon; which makes following current at Calgary, Edmonton and Lethbridge: Barrel lots, 2.60; less than barrels, 2.70 per gallon.

A reduction of about 10 per cent. is effective on sandpaper. This makes two declines in the last six weeks, which net a substantial figure. The following prices are now current at Calgary, Edmonton and Lethbridge by the ream and quire: 00—6.55—.35; 0—6.55—.35; ½—7.05—.38; 1—7.95—.42; 1½—9.05—.48; 2—10.10—.53; 2½—11.65—.61; 3—13.20—.70.

Following prices have been issued on bantam poultry fence for spring shipment: 1324—4.95; 1430—5.50; 1536—5.95; 1848—6.75; 2060—7.55; 2272—9.80 per 10-rod roll.

New prices are in effect on several lines of wagon hardware, among which the following main items are noticed: Wagon box rods, 3103A—2.45; 3103H—3.10; wagon box side braces, 3155E—1.90; 3155F—2.25; wagon box strap bolts, 3150P—1.25; 3150S—1.42; malleable and wrought carriage and wagon wrenches, 17½ cents per pound.

The following change on crucible cast steel wire rope is among the week's records: ⅜—8.25; ½—10.50; ⅝—13.30; ¾—18.00; ⅞—22.85; 1—29.40 per 100 feet.

The following new prices are in effect on standard lines of tap soles: 122—3.50; 123—3.15; 125—2.35; 30½—2.50; 37¾—2.30; top lifts, 51—1.30 per dozen.

Vancouver, B. C.

Complexity of Reports Regarding Present Condition of Coast Hardware Trade

VANCOUVER, December 7. — A complexity of reports is evident in hardware circles on the Coast as to the condition of trade. Retailers are almost unanimous in their opinion that trade declined during the latter part of November. The only reason given for this is the fact that mild weather has kept back sales of seasonable lines. This applies not only to this city but the entire Coast district and the interior. There has been much less rain this season than for several years, and it is natural to expect that lines in which weather is a factor would be slow in moving. On the other hand, one of the larger distributors here stated that sales for November showed a comfortable margin over last year. He said that, while he heard all sorts of "hard-time" reports from certain phases of the retail trade, this firm was keeping well ahead of its 1921 record.

One representative retailer said that his sales for the month were about twenty per cent. less than last year and, further, that unless some record business was done this month the year would fall quite a lot short of 1921.

High rentals are also receiving attention on the part of merchants in general. During the last couple of years, rents have been sharply advanced on all of the good locations on the principal business streets. One man in the trade, who pays around $750 a month for a floor and part of another, stated that he considered rents on some of these thoroughfares were at least a third out of line.

Deliveries from Eastern and United States points are coming through well, as far as the railways are concerned, but wholesalers point out they are unable to obtain quick service from many of the manufacturers owing to their inability to catch up to standing orders.

There have been no price changes of account this week. General lines are firm and inclined towards a slightly higher range. The demand for building materials is now quiet, construction having eased off within the last thirty days.

The retail trade is starting actively to boost holiday business, and gift suggestions of hardware lines are attractively displayed in the majority of hardware stores. Cutlery is reported moving on a moderate scale. Many inducements are being offered by merchants to stimulate trade in the way of special sales.

Hamilton, Ont.

Hardware Stores Now Take on Holiday Appearance Through Display of Seasonal Goods

HAMILTON, December 7.—The arrival of colder weather, together with an initial snowfall has stimulated the movement of many winter lines, which up to this time have been more or less backward. These include sleds, skates, snow shovels, car chains, weather strips, ash sifters and sidewalk scrapers.

Orders for paint for spring delivery are showing an improvement over last year's records. Active current sales are generally evident for silver plated ware, table and pocket cutlery, carving sets, cut glass, glass ovenware, electrical products and various other Christmas lines.

The call for such products as eavestrough, conductor pipe, corrugated sheets and similar goods used in construction and repair work is now subsiding but materials for interior finishing are still moving in satisfactory volume. Stoves and ranges, furnaces, radiators and heating equipment generally continue to attract seasonal attention.

As an indication of the current trend

in basic costs of steel production, the further decline in pig iron is of interest. This condition, however, is of minor extent. An interesting period is indicated in the steel industry at present, the balance between the ratio of production and that of construction being apparently threatened through the approach of the customary quiet season.

Many of the local stores have successfully cultivated a Christmas appearance, with window displays or winter goods and gift suggestions. Holiday displays indicate to some extent the wider range of stocks carried by the hardware merchants at the present time, as compared to a few years ago, when lines were almost confined to cutlery, silver ware and a few odd sundries. Electrical goods are now an established line, while mechanical and educational tools, children's vehicles, and a well rounded out sporting goods department, all serve to establish the growth of the hardware store as a Christmas shopping centre.

The new business in iron and steel products invariably declines toward the year end. Manufacturing consumers are desirous of taking light stocks through their inventory period. This penalty is being felt by the steel trade. The matter of deliveries is still a big feature of the steel industry. Car shortage tends to hamper shipment in certain fields. There is a growing tendency towards equalization of prices, between basic materials and the finished goods. A great deal of fourth quarter shipments are likely to be carried over into next year.

Pittsburgh, U. S. A.

Ratio of Steel Production Maintained in Excess of Consumption Requirements

PITTSBURGH, December 7.— From the safe and sane viewpoint, the outstanding feature of the steel situation is the way in which production holds up. The rate of production has been about 40,000,000 tons a year, or more, since October 1, and, in advance of the regular monthly report, the appearance is that the rate was somewhat higher in November than in October. The 40,000,000-ton rate would be more than 15 per cent. above the average rate in the six-months' period prior to October 1.

In the six months referred to, consumption did not exceed production, as the period did not start with any stocks to draw from. It would not be natural for consumption to increase at this time of the year, nor is there evidence that it has increased in many quarters, while in some directions there are no doubt decreases. Necessarily, when production increases at one time it must decrease at another, although over periods of years there are permanent increases as the world advances. Prices, likewise, must come down after advances, and vice versa. Thus the average price of pig iron was $29.25 in 1803, $53.75 in 1815, $20.87 in 1850, $36.87 in 1854, $20.25 in 1861, $48.87 in 1872, $17.62 in 1878, $28.50 in 1880, $9.50 in 1897, $55.56 in July, 1917; $27.95, April to October, 1921; $48.50 in September, 1920; $19.39 in March, 1922, and $33.50 in September, 1922. The figures through 1880 refer to foundry iron at Philadelphia, the later figures referring to Bessemer iron at valley furnaces. The market now is close to that of 1803, while more than 30 years ago it frequently sold at $20 or less and twice in the past ten years it has sold at about $50. Nevertheless, the typical market report, curiously enough, refers to price advances as being natural and normal and passes over declines as if they were unnatural and unusual.

As to fluctuations in production, there was a record rate of pig iron production in October, 1907, while two months later, in December, the rate was only 44 per cent. as great. In steel ingot production, there was a high rate of production in October, 1920, while in the following July the rate was approximately one-fourth as great, having decreased nearly 75 per cent.

The steel industry has been likened to a kaleidoscope, and judgment as to the future is very likely to be wrong if this fact is not borne in mind. If the trade is stagnant, one must not assume it will continue so and vice versa. The fact that from April 1 to October 1 steel mills were unable, from physical reasons, to make as much steel as their order books provided for does not prove that they will be under similar pressure to produce in the next six months. They may be or they may not be.

Coal and Coke

Coal markets continue soft, on the whole, as they have been for two or three weeks past. In the last few days steam coal has been a shade easier in price. Domestic lump has stiffened, with some mines obtaining advanced prices, up to $5.25 or $5.50. Gas and by-product show a considerable range according to quality and it is not easy to say whether or not they have declined. Pittsburgh district steam coal is $2.50 to $2.75, with gas at $3.00 to $3.75, chiefly at $3.25. Connellsville steam coal is $2.25 to $2.50, with good-grade by-product at $3.25 to $3.75.

Connellsville furnace coke is a trifle easier, say 25 cents, at $7.00 to $7.25. Production increases continuously while consumption grows in jerks, as one idle furnace or another comes in. As most of the furnaces are contracted to the end of the year, spot coke does not sell very readily. For regular shipment over December $8.00 or higher is quoted. On tentative inquiries for first quarter some operators have quoted $8.00 and none seem disposed to go below this figure at present, while furnaces are not at all interested, feeling that pig iron conditions are and will remain such that much cheaper coke is necessary.

Pig Iron Is Easier

Valley pig iron is down $3 on Bessemer to $28, $1.50 on basic to $25.50 and $1 on foundry to $26.50, though in foundry it must be noted that single carloads of particularly desired brands have been going chiefly at $27.50. Prices are f.o.b. valley furnaces, freight to Pittsburgh being $1.77. In the case of Bessemer and basic the quotations given are practically asking prices, there having been no late transactions to test the market properly.

Predictions As To 1923

Sheet bars show no regular market. Contracts for the current quarter were chiefly at $38 Pittsburgh or Youngstown. It is plain that prompt lots could be bought at $37, and they might possibly be secured at less. Some of the fourth-quarter tonnage will probably have to hold over, mills not being able to specify as fully as expected. A fair guess is that the ordinary price for first-quarter will be not under $33 or over $35. Billets show no activity and are usually considered quotable at the same level as sheet bars.

Finished Steel

Bars, shapes and plates continue to be regarded as being at a general market level of 2.00c, but right along there have been concessions on particularly desirable orders, and such concessions are increasing. It is commonly expected that prices will be lower, the chief question being whether there will be much readjustment in the next few weeks. As no very large tonnage has been sold at 2.00c or the higher prices ruling between one and three months ago, for early deliveries, while some deliveries are still being made on old orders at around 1.50c, a decline in the open market to 1.75c or 1.80c would not really be especially important.

Claim No Profit

Some of the independent tin plate mills have not yet recovered from their disappointment that the Steel Corporation, in making its price for first half on November 23, did not advance from $4.75. Independents claim there is no profit at this figure. The sheet mills had been expecting an advance but as the market had weakened by the time the 3.35c price was reaffirmed they were not surprised. Sheet buyers are very conservative, making commitments only for material needed very shortly, and the market is hardly more than steady, at 2.50c for blue annealed, 3.35c for common black and 4.35c for galvanized. In automobile sheets there is some uncertainty.

Warns Against Inferior Stainless Cutlery

Sheffield Steel Producer Advises Cutlery Manufacturers That Air-Craft Steel Unsuitable for Cutlery Articles—Claimed to be Now Used in Lower Priced Lines

In outlining prevailing conditions in the cutlery industry in Sheffield where it is claimed that cutlery, especially stainless, of inferior quality is being manufactured and offered for sale at prices which are lower than can be quoted on genuine goods, a large producer of steel used in the manufacture of cutlery warns against the use of such raw materials in articles on which a reputation is hoped to be maintained. Cutlery manufacturers in turn advise the trade both at home and abroad to guard against false representation sought through attractive prices.

In Sheffield since the war the manufacturer of cutlery has been resumed on an extensive basis, and plants have sprung up over night to reap the benefit from the condition of shortage in the world. Assisting these smaller producers large war stocks of steel have from time to time been disposed of by the government. Included in these offers have been quantities of high chromium air-craft steel, which it is understood have been offered to cutlery manufacturers. It is against this grade of steel that the warning is given, it being claimed that the composition is widely different from what must be used in cutlery, and it would be unwise to use this material, however cheap.

In Canada stainless cutlery is said to be receiving a more and more extensive sale. Merchants should be assured of the quality of the goods they are selling if a continued trade is to be enjoyed and it is felt that warning should not only be given to manufacturers in England but to the trade here and in other countries as well.

Superior Court Decision Involves Resale of Adulterated Goods

A JUDGMENT recently handed down in the Superior Court resulted in upholding the plaintiff making option for damages rather than seeking to quash the sale. This interesting decision is of importance where goods are purchased for re-sale purposes.

The issue before the Court was whether the defendants were liable under warranty against latent defects in the things sold, or whether plaintiff's legal recourse was by way of demanding cancellation of the sale and the return of the purchase price.

The Justice maintained that plaintiff, in the circumstances, had a right to keep the goods and sue for the damages which plaintiff had suffered through their defects. A further point raised turned on prescription. It was held that plaintiff was not limited in any instance of this kind to the short delay provided for in Article No. 1530 of the Civil Code, namely, that the action must be brought within "reasonable diligence," but that such claim was governed by the ordinary rules of prescription.

The plaintiff proved having purchased the product and having afterwards had to pay damages to the customer to whom it was re-sold, because same was useless for the purpose applied, owing to the fact that a quantity of inferior product was contained therein.

The judgment, in part, stated that: "Defendant sold to plaintiff a product which is generally understood in the trade to be a certain grade. Represented as such, it was therefore guaranteed as such. Plaintiff was entitled to act upon such guarantee, and make use of the goods accordingly. Defendant, having purchased the product in the ordinary course of their business with a view to re-selling, they are legally presumed to have known the defects and adulterations thereof, and are responsible to plaintiff to the extent of the damages this company had to pay its customer, who later found the product impracticable for the purpose to which it was applied.

"Plaintiff was not obliged to tender back the goods, and then sue for cancellation of the sale and the return of the purchase price; but was entitled to keep the thing purchased and limit the claim to the damages suffered, as provided for in Articles 1526 and 1527 of the Civil Code."

CONFERENCE FAVORS HIGHER SALES TAX

(Continued from page 29)

mean an increased revenue for the Canadian Post Office Department.

While the new arrangement is not likely to result in increased American business for Canadian houses, owing to the prevailing duties, it will be welcomed by various branches of the trade because of the convenience it will offer.

In his address to the conference, Hon. Charles Murphy, postmaster general of Canada, said in part:

"A period of unrest and business instability is gradually giving way to more settled conditions, and the improvement in general business is reflected in the business of the post office. In proof of that, I may mention that while the operations of the Canadian Post Office Department showed a deficit at the end of the last fiscal year of $1,552,000, the operations of the present fiscal year will show not only that that deficit has been wiped out, but that there will be a surplus of approximately $1,000,000.

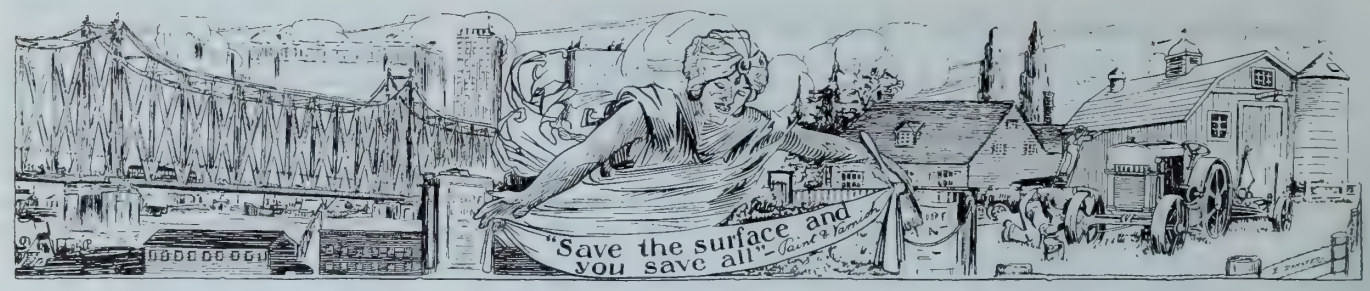
"There is another subject not included in the programme to which brief allusion may be made. I refer to the suggestion that the domestic rate of postage on letters in Canada might be reduced from 3 cents to 2 cents. The fact that such a reduction was made in the United States a few years ago is often cited as a reason for similar action being taken in this country. As there seems to be an impression that the suggested reduction is a matter within the jurisdiction of the post office department, it is desirable to point out that such is not the case.

'The increase from 2 cents to 3 cents in the Canadian domestic rate on letters was due to the Special War Revenue Act of 1915, which provided that in addition to the postage payable in the form of a postage stamp, there should be a tax of one cent imposed on every letter and postcard mailed within Canada. The Post Office Department is both willing and eager to assist in removing the one cent war tax and restoring the two cent postage rate."

MERCHANTS DEVISE PLAN TO GAIN HOLIDAY TRADE

THE MERCHANTS of Grimsby, Ont., all combined last year to prevent most of the Christmas gift business going to the nearest large city, by a series of seasonable attractions, the chief of which was a community Christmas tree. This beautifully-decorated tree stood in the heart of the town, and all sorts of publicity was resorted to in order to bring the greatest crowds to Grimsby on the Saturday before Christmas. The preliminary event was a Christmas parade, with Santa Claus, who beamed on the crowd that lined the streets, riding in a gorgeously decorated motor car. A boy scout band preceded Santa's car, with more boy scouts marching alongside the automobile. The parade concluded before the Community Christmas Tree, before which a large and enthusiastic crowd gathered.

Bags of candy were handed out to the kiddies, with inexpensive gifts for the grown-ups. More excitement was provided by the releasing of fifteen balloons from a tall building. Attached to each balloon was an order good for a free chicken, goose or turkey. A scramble ensued for the balloons, which flew all over the town. This co-operation served to keep the people in the town on the busiest day of the year, and all the Grimsby merchants experienced heavy sales.



When is the Paint Sale Completed?

Change From "Salesmanship" to "Merchandising" Prescribes That Paint Sale is Not Completed Until Satisfactory Results Are Secured by the Customer—Keeping File of Details of Paint Jobs Done

"IS A sale of paint made when you hand the can over the counter and put the money in the cash register?"

This question was recently asked of a retail hardware "salesman" and he answered "Yes." Fortunately this type of "salesmanship" is fast giving way to merchandising, because the appreciation of selling as represented in that answer falls far short of the requirements of today. In reality the sale has only commenced when the paint can is handed over the counter, and it is not concluded until the customer takes home the can of paint, applies it properly and is perfectly satistied with the result. This is modern merchandising, the way to encourage bigger turnover and more repeat business by selling satisfaction rather than merely merchandise.

There is too much advertising to be done by the housewife to take any chances of giving her unsatisfactory service. This has many ramifications. Some hardwaremen complain that they are too busy waiting on three or four customers at a time in the paint department to stop to give all such information. To these it may be said that they need not let such service interfere with the busy times in the paint department. Some printed instructions for preparing and using various paints might be kept handy for distribution, or details may be secured of the job to be done and instructions given over the telephone after the rush is over. In some cases printed forms are handy on which the customer enters the details regarding the job to be done and states the condition of the surface to be treated. The merchant can then fill in the necessary instructions to go along with the required paint or varnish. A copy can be kept of these instructions to be checked up later in case of unsatisfactory result, or in case some further change of color or finish is required in the future. The customer will appreciate this interest and it will serve to more closely harmonize interests of customer and merchant.

Some brief but effective selling ideas as applied to Fall selling of paint and varnish are contained in the following paragraphs:

Don't Forget Small Business May Grow

SOME paint dealers make a mistake in not going after the small business, just because it is small. But it should be remembered if you can get a man to come to your store for his automobile paint and his wife to come for varnish for the baby's crib, they are very apt to come back when they want to spend $50 to paint the house. The dealer who wants his paint business to grow will see that every package leaving the store contains a piece of dealers' helps.

High Grade Paints More Economical

AN IMPORTANT argument for overcoming the tendency to use cheap grade paint has been to point out that it is more economical to buy a good quality brand and paint once a year or two than to buy low grade paint and be forced to apply it more frequently in order to keep up a good appearance. Good use can be made of color cards and other literature, this being shown prominently in the store and enclosed in parcels sent out at this time of year. Also make an endeavor to sell a brush with every can of paint.

Personal Touch in Making Paint Sales

IN THE distribution and sale of paint, it is generally admitted that the retailer is the man who can either apathetically hand over the counter a can of paint, ring up the change and go back to his cigar, or he can be exactly the opposite and hand over the counter with the customer's purchase some valuable information concerning the application of the paint, some suggestions of other lines which may be needed to make a good job, and probably the offer to personally examine the customer's property and make any recommendations necessary for renewal of paint.

New Buildings Need "Paint Protection"

A GREAT opportunity for impressing upon the builder and house-owner the value of painting and saving the surface is offered to the trade this fall in the extensive amount of new construction that has been evident during the summer months. Such new buildings need the protection from the elements which paint and varnish can give, but an equally important fact is that "Saving the Surface" now insures this property against deterioration and decay. The home-builder and house-owner needs to protect the taxable wealth which is represented by his property. This is his highly-cherished possession and he would not suffer any damage, either wilful or otherwise, to the home which he prizes so highly. Yet, to neglect the protection afforded by adequate coats of paint, is to wilfully destroy a large percentage of the value of the new possessions. Let no building, erected this year, remain unpainted in your district.

Brighten Up Home for Winter Comfort

THE "PAINT 'em up" campaign is the way another merchant expressed an opinion of the "Save the Surface" effort. In brightening up the home for the coming winter months, extensive opportunities for paint and varnish are found. The storm doors need a touch of paint before being put up for the winter, likewise the storm sash. The kitchen floor might require re-varnishing, in fact linoleum anywhere in the home can be decidedly improved in appearance and also in wearing surface by the right application of varnish. The bathroom is another frequent place of neglect.



SERVICE



CONFIDENCE



FAIR DEALING



The Paint on a Pedestal

Solving the Puzzle!

The puzzling feature about Trade Advertising is, that it leads to the conclusion that **all paint propositions are alike in merit**—that they are all "Best."

Now, we know that it is impossible for **every** proposition to be "Best," but the question still remains: "Which, of the many, **is** best?"

It cannot be determined by comparison of the Advertisements. For, while they are more or less written in good faith, they merely represent the announcement of the Manufacturer's individual belief in his product.

There is only one practical way to select from the many good propositions, **the** one outstanding one, and that is to **compare and test** the goods themselves, and to **prove** the efficacy of the Selling Service behind them.

We, therefore, invite you to judge our proposition on this basis **only.** Our representative will wait upon you for this Service.

Lowe Brothers PAINTS AND VARNISHES
MADE IN CANADA
SAVE THE SURFACE AND YOU SAVE ALL

SELLS 60 KITCHEN RANGES

(Continued from page 30)

system there are bound to be a few stoves returned. On some occasions an old stove, if in fair shape, is taken in on the new one sold. A section of the basement is set aside as a repair shop where the necessary machinery and tools are placed to repair and re-finish so that when they again appear on the floor they can demand a fair price. Often it is necessary to spend as high as ten or fifteen dollars on repairs and work, but with a new fire-box, re-polished nickel, and sometimes new oven plates the stove can be sold with almost as good a guarantee as a new one. Sale for these is found through customers wishing a cheaper stove for a summer home, or perhaps to the poorer class who cannot afford a high-priced article. Through continued dealings in this class of stoves people in the locality are also assured that they will get value, when they have the reputation of the store behind them.

Clean and Attractive Display

When complimented on the store arrangement and clean appearance of the stock, Mr. Robert stated that he was convinced this was very essential. Lady customers in particular were attracted to a clean display, and should not be confronted with a dusty display of mixed wares. "When a customer enters to buy a stove, it is a stove she wants to inspect, not an array of tinware, granite ware and other kitchen utensils piled on all sides. Neither does she want to see a dust-laden stove which gives the impression that it is a 'shop warmer.' We find it necessary to dust and wipe off the nickel parts two or three times a day to keep them spotlessly clean."

Bases Fall Heater Trade on Gas Stove Sales

There are two distinct seasons in the stove business, according to Mr. Robert. The principal gas stove season is in the spring of the year while heaters sell from October to December. Cooking ranges are naturally seasonal also in the fall and early winter, but these sell fairly well during the whole year. In purchasing for trade after the summer months the heater business is gauged by the number of gas stoves sold the preceding spring. If householders are buying a gas range for the summer in many cases they will require a heater for the kitchen in cold weather. It is stated that in past years this method of reckoning has worked out as a very true basis. Purchasing cooking stoves is quite a different matter, and care is taken at all times to not overload. It is considered a very easy matter to overstock on these, and certainly they run into a goodly sum for the merchant to bear over the quieter seasons.

The Brush Department

Don't Trust People's Memories of Brush Needs

Large Store in Good Locality Which Follows This Plan Does Less Business Than Smaller Store in Poorer Locality Which Displays Seasonable Brushes

SOME merchants who carry out the idea of displaying other hardware lines frequently overlook the opportunities for stimulating brush sales by applying the same display ideas to this stock.

This point was very vividly demonstrated to a representative of Hardware and Metal who recently called upon two retail stores. The smaller store in a less important district was doing a bigger brush business than a larger store in a better locality nearby. This difference was alone attributable to the fact that the smaller store valued the importatnce of display and suggestion of seasonable line of brushes, whereas the larger store kept the brush stock in the drawer and the sample board on which some brushes had been placed could seldom be found and was never in a very noticeable position. The larger store throws the brush stock into a drawer when it arrives and the brushes with constant turning over become scratched and shopworn.

Questioned concerning this matter, the salesman in the larger store stated that their big business was with old established customers who knew where they kept the brush stock and that the customer nearly always went to the drawer and selected what he required.

This plan is not at all in keeping with the merchandising ideas of these days which are summed up in the words "Show the goods." The foregoing method not only loses any development of new business but prevents the ordinary business with old customers which would be developed by the suggestion of the article at a seasonable time of year, when the customer may not have thought of it. If hardwaremen put all their merchandise under cover and trusted to people's memory there would not be much business done.

The experience of the smaller store in keeping the brush stock in a glass cabinet and arranging store displays and window displays of seasonable brush lines, amply reveals the advantage of applying merchandising to the brush stock.

OWEN SOUND CONCERN HAS ADDED NEW LINE OF PAINTS

Owen Sound.—The Northern Varnish Company here has recently enlarged its tank-room and installed new varnish tanks. This has permitted the company to take up the production of a number of new lines.

NEW MAYOR OF LONDON IS FORMER BRUSH MAN

George Wenige who was this week elected Mayor of London, Ont., is well known to the hardware trade of Western Ontario, having travelled for many years for the Bryan Brush Co., which for some years was a prominent brush manufacturing firm in London, but which was later taken over by The Boeckh Co., Ltd.

LEAD PRICES ON FIRM BASIS

Owing to the strength of pig lead, prices on white lead in oil continue very firm.

UNIVERSITIES TO TEACH SCIENCE OF EXPORTING

Ottawa.—Extension courses in export trade are to be given this winter in the University of Toronto and in McGill University, Montreal, according to an announcement made by Director of the Commercial Intelligence Service of the Department of Trade and Commerce. The giving of these courses is, however, contingent upon sufficient support being provided.

The purpose in organizing these courses is to enable ambitious young men to broaden their knowledge of commerce and fit themselves for the position of export managers.

The lectures will be given by members of the faculties of the respective universities, by bankers and business men, and by officers of the Commercial Intelligence Service.

It is not pretended that the science of export trade can be learned in two weeks, but in that period a great deal of useful information can be acquired, and the students stimulated to further study.

Boeckh's Brush News

Got Your Spring Order In Yet?

Spring is just around the corner, and it's not a bit too soon to be sending us your Spring order.

Orders entered now for Spring delivery are bound to be complete. Thus you avoid the danger of lost sales in the Spring while waiting for make-good shipments of the fastest sellers.

In case you have not received our revised supplementary price list No. 60, please write us at once for same. These revised prices are quite low. And as the market shows a tendency toward higher prices, you'll be fully protected in accepting these, and placing your order **now.**

Our travelers are on the road now, with a full line of samples and a number of new lines—**all** of Boeckh's standard quality—and all fast-moving goods.

If your order is not yet in—better remember the old adage about "the early bird," and get busy soon as possible.



The Boeckh Company *Ltd.*

TORONTO - - CANADA

Distributors:

Montreal:—The H. E. Smith Sales Company, 130 Craig St., West.

Winnipeg:—J. B. Buckham, 664 Broadway.

Vancouver and Victoria:—The T. S. Griffiths Company, 1080 Hamilton Street, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 7.—Following the reduction in both turpentine and linseed oil markets last week, these markets are a little steadier, with linseed oil displaying a certain degree of recovery. Quotations locally are slightly higher than the figures set for December deliveries owing to the improvement in the flaxseed market during the past few days. There is quite an improvement in seed deliveries from the North-west, but locally stocks are still of only moderate proportions. It is the cash seed that is showing the present firmer tone, the future market showing little if any change. Turpentine quotations are unchanged with demand locally remaining very quiet. In the South also the buying movement is considerably quieter than a few weeks ago and the movement is practically confined to smaller lots. Dealers still express the opinion that the market will fluctuate for some weeks, but higher levels are likely for the more active period during the earlier spring months.

Window glass is still selling well, but with the approach of the Christmas season dealers anticipate a falling off in demand. Quotations are unchanged, with a fairly firm undertone in the market. Paint manufacturers report a quieter period at the present time, but state that prospects for the next season's business are good. Bookings up to the present have been light, but after the turn of the year these should prove very satisfactory.

WINDOW GLASS REMAINS IN IMPROVED POSITION

Montreal.

The month of December has opened with a good movement in window glass, the colder weather during the past week or so stimulating sales. This activity was expected, as the former open fall was not the best weather for trade in this product. With the season now advancing, however, a somewhat slower movement is generally looked for as this is usually evident as Christmas approaches. Import quotations remain at their higher levels reached a few weeks ago when the value of the franc receded to its new low point, and the market is firmer now that the franc has gained a little. With higher transportation costs, importers anticipate a firm market tone for the following weeks.

SLIGHT GAIN IN LINSEED OIL MARKETS

Montreal.

The linseed oil market this week displays a slightly firmer tone after an easing tendency during the past week or so. The flaxseed market recorded a gain during the week of from 4 to 5 points. The strength, however, is principally noted on cash flax, the future market showing little if any change. Although there is a better movement of seed from the North-west, there is little seed reported ahead locally, and stocks are low. Prevailing quotations are as follows:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.	[illegible]	
5 to 9 bbl. lots, per gal.	1 00	1 02

Less quantities, [illegible] per gallon.

QUIET DEMAND CONTINUES IN TURPENTINE

Montreal.

Turpentine quotations are unchanged on the local market following the reduction last week. The recent slump in primary markets has failed to stimulate demand to any extent and buying is still practically confined to small lots, with export business also at a lower ebb than in former weeks. It is expected, however, that a heavier buying movement will be evidenced during the ensuing weeks, but locally demand will, in all probability, remain quiet until after the turn of the year. Dealers in the South are little changed in their ideas regarding the future trend of turpentine, a fluctuating market being anticipated for some time to come, but higher values are expected before the active months in early spring. As stated, the market here is quiet at the following quotations:

TURPENTINE—

1 barrel lots, $2.10; 2 to 4 barrel lots, per gal., $2.08; Broken lots, $2.20.

TRADE IN PUTTY STILL UP TO EXPECTATIONS

Montreal.

With trade in putty continuing active in the more recent weeks, the movement this fall has been quite satisfactory. There is, naturally, a falling off in this activity at the present time, but the market remains steady to firm at the following quotations:

PUTTY—	5-ton	1-ton.	Less.
Standard, per 100 lbs.	$3 25	$3 50	$3 75
Bulk, per 800 lbs.	4 00	4 25	4 50
Loose 25 lbs.			
Bulk drums, or tins.			
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Do., loose 12½ lbs.	4 25	4 50	4 75
Tins, cased, 25 lbs.	4 75	5 00	5 25
Tins, cased, 12½ lbs.	5 00	5 25	5 50
Bladder barrels, 400 lbs.	5 00	5 25	5 50
Bladder cases, 100 lbs.	5 25	5 50	5 75
5 lb. tins	8 00	8 25	8 50
1 lb. tins	10 00	10 25	10 50

Pure linseed oil putty, $1.25 per 100 lbs. advance over above prices

Toronto

TORONTO, December 7.—The feature development in the current paint markets is the decline in turpentine quotations of five cents per gallon. This recession places local prices nearer to a corresponding level with figures prevailing in other centres. From the viewpoint of activity, the turpentine markets have been uninteresting, with the trend of values still in a downward direction on primary markets as a result of the dullness. Consumers are evidently holding off in order to see what will happen, and what may be induced in the way of price declines. However, the present easier movement has failed to stimulate trade to any marked extent.

The market for linseed oil is somewhat quiet on account of unsettled forward positions, but prices are unchanged at the recently revised levels with a better outlook recorded. Preparations are now under way for next season's paint business, with spring bookings described as satisfactory, and several reports indicating that these are ahead of last year's records.

LINSEED OIL IN STEADY POSITION

Toronto.

Linseed oil prices remain unchanged this week, with the tone of the market and the volume of current trading practically steady. An improvement is noted in certain phases of the flaxseed market, notably in spot figures, but no marked developments are recorded. Moderate trading is the rule, the movement, however, being described as generally up to expectations for this period of the year. Seed is reported moving more freely. Quotations in effect locally follow:—

LINSEED OIL—	Per gallon Raw	Per Gallon Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 1c. cents per gallon.

TURPENTINE PRICES RECEDE FIVE CENTS

Toronto.

This week turpentine quotations recede five cents per gallon, this change bringing local quotations to $2.15 per gallon, which is more on a corresponding level with current figures in other centres. The buying movement is considerably quieter in the south, and trading both on domestic and primary markets is

(Continued on page 58)



"Save the surface and you save all" Paint ~ Varnish

Registered **Floglaze**

"The Finish that Endures"

LAC SHADES

(The Can with the Green and Red Label)

ARE BIG TURNOVER PRODUCERS

THESE shades admirably fill the demand for a high grade Varnish Stain.

For finishing and renewing floors, woodwork, furniture, etc.

The brilliant and enduring qualities of Floglaze Lac Shades remain long fixed in the customers' minds.

Bigger, better business can be built with Floglaze Lac Shades, which means larger and quicker turnover.

OUR DEALER'S BOOKLET, *A GUIDE TO LARGER PROFITS*, DESCRIBES FLOGLAZE LAC SHADES FULLY. WRITE US FOR A COPY.

The Seven Floglaze Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

"Make 1923 your Greatest Paint and Varnish Year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
THE SHORE-WALLACE CO., LIMITED
155 Pender Street West
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

TORONTO MARKETS

(Continued from page 56)

practically confined to minor quantities. Distributors hold the opinion that while some fluctuations may be evident, yet a recovery towards higher price levels is looked for during the early months of next year, when present stocks are nearing depletion prior to the arrival of the new crop. The recent slump in quotations has failed to stimulate demand, either locally or at southern producing points.

TURPENTINE—

1 barrel lots	2 15
2 to 4 barrel lots	2 14
5 gallon lots	2 30

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

WINDOW GLASS IN ACTIVE MOVEMENT

Toronto.

Window glass is still recording an active movement, but the usual falling off in volume is evident at this time of the year. Quotations are unchanged, with a fairly firm undertone noted throughout domestic markets. Local distributors describe business as good for the month of December, the arrival of colder weather having stimulated activity in those districts where sales were formerly somewhat backward. The natural trend is for business to be more moderate from now on. Quotations remain at the higher levels recently in effect, and coupled with the fact that the value of the Belgian franc has recovered a little from the low point formerly reached, the window glass markets in general, both for domestic and imported, are now correspondingly firmer.

PREPARING FOR NEXT YEAR'S PAINT BUSINESS

Toronto.

With the current fall seasonal activity in paint and varnishes now practically at a close, the attention of the paint industry generally is naturally drawn to the prospects for next year's business. Both manufacturers and distributors report that bookings of paint and the allied products for spring, have appeared in fairly satisfactory volume, and are already described as an indication of even better activity in these products during the coming season. As a result, dealers are preparing for a strenuous campaign, with the object of establishing new sales records in 1923.

Raw Material Costs Affect Paint Prices

Diversity of Opinion Among Canadian Paint Manufacturers as to Future Trend of Prices—Costs of Many Raw Materials on Higher Basis

AS AN indication of the future trend of paint product prices, the development in costs of certain raw materials entering into production of paint, provides relative interest. It is noted that certain basic elements, including pig lead, linseed oil, turpentine, spelter, and wood china oil, are all comparatively higher in price, than when producers were estimating costs for last season. Developments in this direction have had the effect of considerably strengthening the undertone in the paint markets, and certain domestic manufacturers point towards these increased raw material levels as constituting the basis upon which paint quotations for next year will be considered.

There appears to be a diversity of opinion, however, among Canadian manufacturers, as to whether any price revisions will result. Discussing these factors with a prominent paint producer, Hardware and Metal was informed that, "it would not be surprising if paint manufacturers find themselves obliged to put into effect corresponding advances in the prices of their particular products before long. Certainly, there is considered to be no possibility of any reductions being made for some time to come, and present indications, from the viewpoint of raw material, point towards an upward tendency."

Another distributor referred to the fact that bookings for Spring delivery this year are generally in excess of former records, and this movement is suggested as representing the attitude regarding future price levels on paints. There have also been wide general increases in the demand for paint materials, which has brought about the feeling among paint and varnish manufacturers that corresponding advances are more or less imminent. In confirmation of this market trend toward higher levels, certain producers in the United States have already announced increases of fifteen cents per gallon on house, porch, and deck, inside floor and flat wall paints, together with similar revisions on varnishes, shelf goods and specialties.

On the other hand, a prominent local paint manufacturer stated to Hardware and Metal that in spite of what the attitude of producers in the United States may be towards prices, no changes were expected as far as their line was concerned. It was stated that while linseed oil, turpentine and pig lead were relatively higher in price, and that these facts have to be considered in their production costs, yet they expected quotations on these products would again reach easier levels and therefore paint prices would not be affected.

BRIGHTER OUTLOOK FOR INDUSTRY IN QUEBEC

Montreal.—Returning from a three-weeks' visit to various centres throughout the province, R. W. Gould, secretary of the Quebec Division, Canadian Manufacturers' Association, stated that industry in general was in a quite satisfactory condition and "there were increasing signs of prosperity on all sides.

"Mills in many places are working 24 hours a day, with plenty of orders ahead, and business is generally on the upgrade. There are practically no idle industrial plants in the province to-day, while many of them are working overtime. That is in very strong contrast to the position one year ago, with plants either working short time or closed down altogether.

"Merchandise stocks throughout the country are low to-day," said Mr. Gould, "and retailers are starting to stock up well, with much more confidence than for a long time past, which means business all the way from the manufacturer to consumer. Everywhere I found a feeling of absolute confidence. It was a real pleasure to go through the province this time, because on my trips last year everybody had a long face and was drawing in on business, while to-day it is just the reverse."

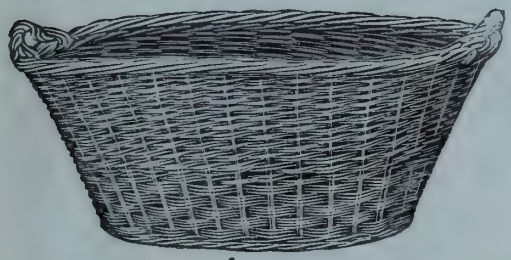
MARSHALL-WELLS CO. INSTALL TESTING PROCESS

Edmonton, Alta.—"Twelve good ones in a dozen." This does not refer to eggs but to the testing process which the Marshall-Wells company has introduced into their wholesale establishment in Edmonton. It is a step to insure the quality of articles before being accepted as stock and something that carries a guarantee of quality when sales are made.

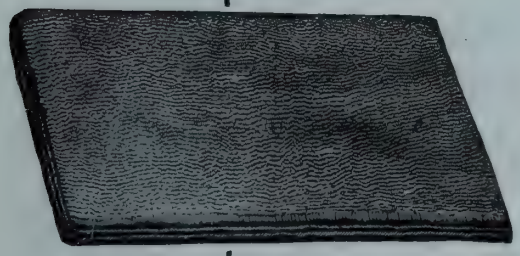
STIMULATING CANADIAN TRADE WITH COLOMBIA

E. C. Austin of Barranquilla, Colombia, who is representing a group of manufacturers belonging to the Canadian Manufacturers' Association, who are interested with trade in South America, visited St. John recently. Mr. Austin is in Canada for the purpose of placing before the manufacturers and exporters of this country the facts relating to prospects of business with the southern continent. The people of Colombia know practically nothing of the resources of Canada, stated Mr. Austen, and the Dominion has made small effort to enlighten them so far. The Colombian market is said to be good for cotton goods, iron and steel and cement. There is a big demand for wheat, flour and canned goods, paints, oil-burning apparatus, gasoline engines and also paper.









This is the Season to Sell Our

UNPEELED WILLOW ROOT BASKETS

In November and December are made the largest sales in Root Baskets. How are your stocks?

Our Unpeeled Willow Root Baskets are sturdily built; reinforced bottoms adding greatly to their strength. Your customers can be assured of their long, faithful service.

Phone, write or wire for immediate shipments from stock at your nearest warehouse. Sizes 1, 1½, 2 and 3 bushel.

Willow Clothes Baskets

Only the very best quality of willow clothes baskets are handled by us. They are made of strong, clean willow and are extra heavy. To be had in five sizes at your nearest warehouse.

Apple Pickers Baskets

These real Hickory Baskets of ours are splendidly suited in materials, size and design to their purpose. No other basket is so well liked by apple sorters. To be had in half-bushel sizes at our London warehouse only.

Cocoa Door Mats

These useful, steady selling, long-lived mats are imported from India where they are made at our own factory. They may be had in Medium, Heavy, Extra Heavy and Empire Qualities.

Write, Phone or Wire for Prices.

Meakins & Sons Limited

Hamilton, Ontario

Warehouses:

Montreal, Toronto, London, Winnipeg, Calgary, Vancouver, Liverpool, England.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20		56 00	70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20		56 00	70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.

Empty shells, less 30/20%.

Crown Regal and Sovereign Shells, 50-2½%.

Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent. on American lists.

American empty shells, plus 15 per cent. on American lists.

American Metallic Cartridges, (American List.)

Rim fire ball cartridges, less 2½ per cent.

Centre fire blank and shot cartridges, plus 10 per cent.

Shot, standard, 100 lbs. Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.

DUKE ... ...

½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz.	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz.	19 00	19 50

On weights heavier than base add to list as follows:

Group 2 ...0 50 Group 3 ...1 00
Group 4 ...1 50 Group 5 ...2 00
Group 6 ...2 50 Group 7 ...3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.	
Less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each	0 39
"Reliable" Ignition, 2½x6 in	
Less than 12 each	$3 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 ea.	0 37½

F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality 30 per cent.

Standard quality, 30|10 per cent.

Side Lace Leather, lb., $1.40.

Cut lace leather, Beardmore, per lb. $1.60.

Cut lace leather, Anglo-Canadian, per lb., $1.45.

Canvas belting, 65 per cent. off. F. O. B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27 16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits ... 25%
Do. special ... 40/5%
Do., car bits ... 12½-5%

Ford auger bits, Ford list, less 5%.

Do., car bits, add 7½ per cent.

Beaver, 35%.

Irwin Auger Bits, list, Aug. 1922.

Do., car bits, net prices.

Mephisto, Auger and Car bits, net list.

Mephisto, electricians and expansive, plus 10 per cent.

F.O.B Toronto, Montreal, London and Hamilton.

BOARDS BAKE ¾ Rim ¾ Rim

0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 00
3—20 x 30 doz.	13 00	17 00

BOARDS IRONING Dozen

No. 1. Daisy	$35 00
No. 10. Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 95
Western King (Enamel)	9 00
Pearl, S.M.P., Enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.

Discounts: Standard weight, 40%

Extra heavy, 30 per cent.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter 40 per cent.

Carriage Bolts ($1 list) ⅜ in. dia. and smaller, long lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.

Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.

Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, No.'s 1, 2, 3, 30%.

Plow bolts, all other numbers (net extra 20%) 30%

Elevator bolts, large flat head, 25 per cent.

Do., corrugated heads, 55%.

Fancy head bolts, 25 per cent.

Shaft bolts ($3 list), 25 per cent.

Step bolts, large head ($3 list) 25 per cent.

Sleigh shoe bolts, all sizes, 25%.

Bolt ends, 35%.

Coach and lag screws, 45%.

Whiffletree bolts, 25 per cent.

Tire bolts, 50 per cent.

Stove bolts, 65 and 5 per cent.

Sink bolts, 65 and 5 per cent.

Nuts, 2 in. and smaller, square.

Blank, off net list, $1.00.

Tapped, off net list, $0.50.

Nuts, 2 in. and smaller, hexagon.

Blank, off net list, $0.50.

Tapped, net list.

BORAX

Lump crystal, borax, lb., 10c.

F.O.B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do. Toronto	0 22
Tubing, seamless.	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00

Less car lots—

Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Car load lots—Toronto.

Per barrel	$3 63

Less car lots—

Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CROPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.

Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.

F.O.B. Montreal, Toronto.

Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.

No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$18.04
T. F., No. 2	$19.45

COBBLER SETS

Economic, T. F., doz. sets $12.50

COIL CHAIN

	Fireweld Proof	B. B. B.
⅜ inch	13 20	$15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

Cow ties, plus 25 per cent.

Trace chains, list, plus 25 per cent

Halter and tie-out chains, net prices adopted January, 1922.

Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.

F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.

Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00; Toronto, $8.00; London, $8.25.

Davidson's Refrigerators



Dr. Wiley, the American Pure Food Expert, says: "Considerable sickness, both in summer and winter, is largely due to improper care of food," or, in other words, poor refrigeration. Therefore, in order to obtain absolutely sanitary refrigeration the refrigerator must be scientifically constructed, having due regard for a proper dry, ice cold air circulation, which will reach and purify every nook and corner of the food chamber.

Frost River

REFRIGERATORS

All Steel and Galvanized

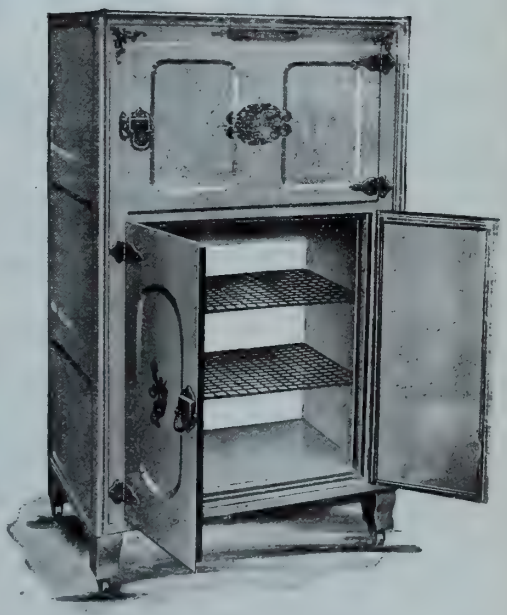
Have been on the market since 1911—11 years of unqualified success.

The entire body is of Galvanized Sheet Steel with removable Tinned Wire shelves in food chamber and Galvanized Steel Ice Container. Inner walls and drip cup are white, hard-baked enamel, an occasional cleaning with hot water will preserve absolute cleanliness.

Ice economy and perfect refrigeration are obtained by a method of insulation which is our specialty. A certified test has shown that 16 lbs. of ice lasted 67 hours, obtaining a minimum food chamber temperature of 48 deg. in a room temperature of 68 deg. F.

SPECIAL FEATURE: Outside Drip pipe—solid polished brass trimmings, locks, hinges and handles—big roller bearing casters. The whole steel body is nicely decorated in grey, making a very handsome piece of furniture.

Full particulars, dimensions, prices and illustrated literature sent on application.



The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office - - MONTREAL

Toronto Winnipeg Calgary Vancouver

DAVIDSON

If Interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe Doz

7 inch	$1 80
Cast, Champion, 5 in.	1 42
6 inch	1 40

Soverign, per doz. net, in bulk: 3" $1.17; 4" $1.39; 5" $1.43; 6" $1.61; 7" $2.00; 8" $2.72.

DOORS, SCREEN—

Kasement, No. 2, oak stain, varnished, including hardware sets.

2 ft. 6 in., doz.	39 60
2 ft. 8 in., doz.	40 20
2 ft. 10 in., doz.	40 80
3 ft. 7 in., doz.	41 40

DRILLS—

Standard List.

Blacksmiths', ½ in. 2½ in. shank

List each.			
⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.		29-32 in.	2.20
15-32 in.	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32 in.	1.05	1 in.	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.

Straight shank 57½%

Ratchet 10%

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American....50%

K. F. and Arcade 60%

J. Barton Smith, Eagle.....55%

P. H. and Imperial 60%

Globe 60%

Nicholson .....35|5%

Black Diamond .....35|5%

Delta Files 20%

Firth Files 50%

K. & F. horse rasps 70%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS

New piece list adopted June 1, 1922.

Classes A. B and C, less 70%.

NIPPLES, WROUGHT

Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. $4 75

FRAMES (Hack saw)

Mechanics, polished nickle finish, per doz.	7 90
Do., nickel finish	6 25
General purpose, do.	5 00
Saw Handle, polished, deep frame	16 00

F.o.b. Prescott.

GRINDSTONES

Under 40 lbs. weight	Per Cwt.
Smaller than 2 inch face	$4 50
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3 50
Bi-Treadle, each	9 75
Cycle B. B.	8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	8 66
For 17" Axle	9 00
For 19" Axle	10 75
Ball Bearing	15 00

HALTERS, ROPE

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.

Dodson 4 00

HAMMERS, NAIL— Doz.

No. 21	$10 50
No. 1	13 50
Nos. 1½ and 61½	13 00

HAMMERS, SLEDGE—

Can. 2-2½ lbs., cwt.	$20 00
Do., 3-4½ lbs.	18 00
Do., 5 lbs., and over	$15 00
Masons, 2-3½ lbs.	23 00
5 lbs., and over	18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No. 38, No. 46, 5 lbs., and over	12 50

HAMMERS MACHINISTS—

No. 30, 1-lb.	8 00
No. 30, 1¼-lb.	8 75

HANDLES, (WOOD)—

All hickory handles, list less 10 per cent; all oak ash and maple handles, less 10%; hay fork, hoe rake, shovel and manure fork, 10 per cent. off standard lists. Whiffletrees, double-trees and neckyokes net list; wood rakes, net list; horse pokes, net list.

O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR

Storm King, No. 42, $11.80 per doz.

Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.

Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	15 25	
Do., No. 1	16 95	
Do., No. 2	18 05	
Stearns, 4"	13 55	
Do., 5"	16 60	
Perfect, No. 1	20 85	
New Milo	13 90	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West	30 00	

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.

Hotpoint Hedlite, each, net, $7.50

Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets

Clark's No. 1	2 15
Do. No. 3	3 95

HINGES, SPRING—

No. 200 and No. 20, per gr.	$20.00
T. F., Floor, No. 42, per set	1 67

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee Pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light Net Prices.		
3 inch	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75

Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal. Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger smaller	No. 1
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.

Special-countersunk 1-4 9 25 all sizes

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.

F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—

Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN

3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.

4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.

5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.

Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.

Less 5 per cent. for 500 ft. reels.

IRON AND STEEL

See weekly report.

IRONS (SAD)

Potts' polished, per set	1 90
Potts' nickel plated, per set	1 96
Potts' handles, japd. grs.	19 45
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC

National, model B, $4.73.

National Classic, $5.60.

Renfrew Can. Beauty, $4.85 net.

Hotpoint, 6 lb. each $4.85

Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49

Single and Fruit Picking

10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 ft. are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, short or long:

6 doz. cases $1 05 doz.

3 doz. cases $1 10 doz.

1 Doz. cases $1.25 doz.

Cold Blast, genuine ruby $5.25 doz.

F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 55
Do., No. 8	4 00

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.

Freight equalized with Montreal,

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—

No. 4, dozen	$33 95
No. 8, dozen	44 90

Universal—

No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS—

	Doz. Net.
Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.

F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

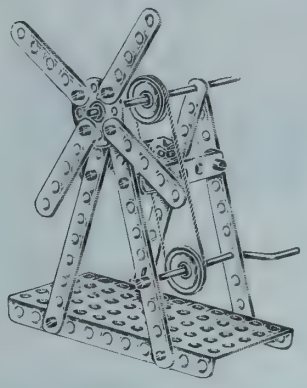
1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

METAL TOYS

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Humming and Dancing Tops



Structomade Steel Construction Sets



Castle Builder Sand Toys

Immediate shipment can be made on all orders. We solicit your inquiries.

CANADIAN TOYS LIMITED

50 John Street, North, Hamilton, Ontario

Bigger Profits are Possible



MAPLE LEAF "THATSIT"
With copper contact reservoir and with tile ornamental back closet.

If you handle a quick-selling article you increase your profits on the turnover.

The Maple Leaf "Thatsit" Range is a quick-selling proposition.

Here is WHY—

1—Built on the famous Quebec Heater principle, it gives great heat; economical in its use of fuel.
2—Has every possible cooking, baking, warming and water-heating improvement a housewife could wish for.
3—Has ample cooking space.
4—Can be kept clean easily because of its simple construction and fittings.
5—Every stove is guaranteed.

Mail us a request TO-DAY for our catalogue and prices. You will receive information every live dealer should have.

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BEACH FOUNDRY, LIMITED

Head Office: - - OTTAWA, CANADA

Branches in Winnipeg and Vancouver

If Interested tear out this page and place with letters to be answered

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c. over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.
Owen Sound or Collingwood, $3.75 base.
F.O.B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c. per 100 lbs. over common nail prices. Finishing Nails, 50c. per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.
Miscellaneous wire nails, 70% **off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.**

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London.
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.
Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND
Net Price List Per Box

No.	Lengths	of25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls:
Adopted March, 1900.
2-inch mesh and 19 ga. wire:
12 inch....$1 80 48 inch....$6 20
18 inch.... 2 65 60 inch.... 7 20
24 inch.... 3 40 72 inch.... 9 20
30 inch.... 4 00 84 inch....10 50
36 inch.... 4 75 96 inch....12 00
42 inch.... 5 50
1½ inch mesh and 19 ga. wire:
12 inch....$3 50 42 inch...$10 50
18 inch.... 5 00 48 inch....12 00
24 inch.... 6 30 60 inch....15 00
30 inch.... 7 75 72 inch....18 00
36 inch.... 9 90
1 inch mesh and 20 ga. wire:
12 inch....$4 00 42 inch...$12 00
18 inch.... 5 50 48 inch....14 50
24 inch.... 7 00 60 inch....17 00
30 inch.... 8 50 72 inch...20 00
¾ inch mesh and 20 ga. wire:
24 inch...$10 50 36 inch...$15 00
30 inch.... 12 75
½ inch mesh and 22 ga. wire:
24 inch...$16 50 36 inch....24 00
30 inch.... 20 00
Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

Blue Ribbon—	
24 inch, per roll	5 50
36 inch, per roll	**7 15**
48 inch, per roll	**9 85**
72 inch, per roll	11 25

Put up in rolls.
See Fittings.

NIPPLES:

OAKUM— Per 100 lbs.
Plumbers' in 50 lb. bales... 6 00
Navy Special, No. 1 ..... 13 00

OILS

	Toronto
Royalite, gal.	0 21
Gasoline, net. gal.	0 29
Above prices net.	Gallon.
Black oil, (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.20.0
Polarine, ex. heavy, list	1 25
List, less 15 per cent.	
Polarine. per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine, special heavy	1 00
List, less 25 per cent.	
Gargoyle Mobiloil A. E & Arctic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle, Mobiloil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING

	Per lb.
Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	**0 32**
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll
Dry Fibre, Anchor No. 1, Empress, Cyclone ..... **$ 1 15**
Do., Anchor No. 2, Elephant
No. 2, Jolliette 0 65
Do., Surpise and Stag 0 70
Tarred Fibre, Anchor No. 1, Cyclone **1 20**
Do., Anchor No. 2, Elephant
No. 2, Jolliette 0 85

Per 100 lbs.
Monarch sheathing, white **5 50**
Do., gray 4 50
Red Star heavy tarred straw 3 80
Imp. White Sheathing 5 50
Imp. Gray sheathing 4 50
Red Star heavy tarred straw 3 55
Spruce Sheathing, 36" and 72" wide 6 00
Asbestos Sheathing 7 75
Carpet felt 4 00
Tarred felt, 7, 10 and 16 oz. 3 45
Asphalt felt. 10 and 15 lbs., 4 00
F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—
In barrels, 250 lbs. per lb. 0 14
Barrels of 5 lbs., cotton lb. **0 15**
In kegs, 125 lbs. **0 16**
In 50-lb. boxes **0 18**
In 25-lb. boxes, lb. 0 19

PASTE—Solpar.
Barrels (200 lbs. per lb. 0 14
2-lb. pkgs., case lots, lb. .. 0 16
1-lb. pkgs., case lots, lb. .. **0 17**

PICKS—

	Clay	Montreal	Toronto
5 to 6 lbs. doz.		$8 00	$8 25
6 to 7 lbs. doz.		8 75	9 00
Rock—			
7 to 8 lbs., doz.		9 50	9 75

PINS, CLOTHES Per case
5 gross, 4 in. (loose) $1 45
4 gross, 4 in. (cartons) ... 1 50
Spring, 2 grs. box 1 40
F.o.b. Montreal and Toronto.

WROUGHT PIPE—
List No. 57. November, 1922.

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	.....	.....
3 in.	39 02	50 49	.....	.....
3½ in.	50 60	64 40	.....	.....
4 in.	59 95	76 30	.....	.....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain List
2 in., 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., to 6 inch ...less 33 1-3 %.
8 in. ..... **net**

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. .....less 45 %
8 in. ..... **net**
List of Oct. 1, 1907.

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. **$18 25**
Navy pitch, per bbl. **6 50**
Coal tar pitch, per cwt. .. 1 55

PLANTERS, CORN
King of Field, doz. **15 75**
Triumph, doz. **11 00**

PLATES, CANADA
Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN
20x28x100 lb. basis, box .$12 50
20x28IC, 112s, box 13 00
20x28 IX, 112s, box..... 15 00
20x28 IXX, 56s, box 9 00
20 x 28 IXXX 56s box ... 9 75

PLATES, CHARCOAL, TIN
IX, 20x28 56s 10 00
IXX, 20x28, 56s 12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer—

	Doz. Net
4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 1 11
No. 158, galvanized	4 38
No. 59, japanned	1 41
No. 159, galvanized	150

PUMPS—

	Pitched Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list
F.O.B. St. Mary's Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35 per cent. from standard list. (Special discount for larfge sizes.)

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller. Blacked and tinned, 47½ per cent.; iron burrs, 47½ per cent. off list on 200-lb. kegs.
Coppered rivets, net extras, 2c. per lb.
Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.
Rivets, ½ in. and larger $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
F. O. B. Toronto.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.
Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.
Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.
Everlastic Multi-Shingles
4 shingles in one, per sq... 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 50
Do., 18 wide 2 95
Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz..... 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement

	Per lb
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.
F.O.B. Montreal.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — 5/8 in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb additional.
Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

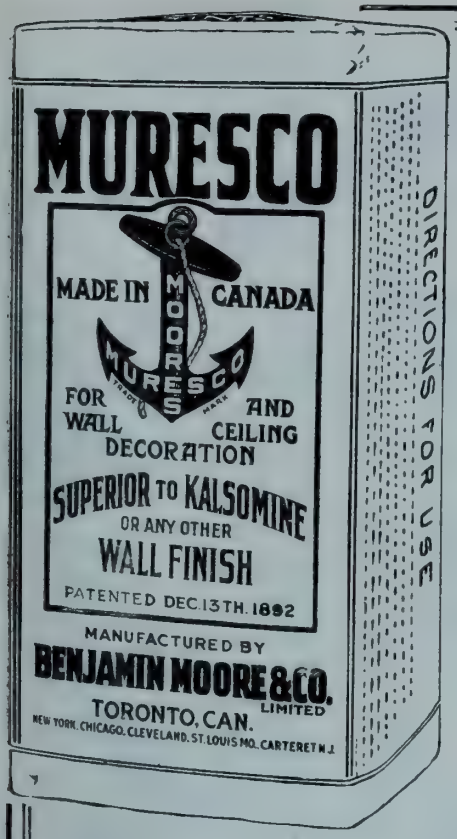
SAWS, Hand
Disston, D.8, 26 in., $31 25 doz.

SCALES
Champion .....List less 10%
4 lb., $5.30; 10 lb., $8.00; 240 lb. **$11.15; 600 lbs., $30.00; 1200 lbs.,** $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.
Renfrew Household 5 40

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap	55%	
Hexagon cap	55%	
Coach or lag screws	45%	

SCREWS—Iron Bench
No. 12—1 in., $11.52; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14—1 in., $12.15; ⅛ in. $15.30; 1¼ in., $17.40.



They All Know
Muresco

For many years its reputation has been established as the best wall finish. Thousands of householders testify that it neither peels, cracks nor rubs off.

It is artistic in appearance, the wide range of tints and colors testify to that; its extensive use in hospitals testifies to its sanitary properties; the ease with which it can be applied by anyone, allowing more frequent interior redecorating—are factors that have established its enviable reputation with the user.

Moore's dealers benefit by this popularity. For popularity means sales—sales mean profits.

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO
HALIFAX
WINNIPEG
CLEVELAND

NEW YORK
CHICAGO
ST. LOUIS
CARTERET

If interested, tear out this page and place with letters to be answered

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES
Cast Steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES, (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.

McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 58 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal, net $7 25
Canadian Beauty, Reversible 4 65
Upright, with rack, net 5 00
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.
Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track 1" x 3-16" per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. ..... 17 70 18 in..... 36 80
12 in. ..... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 45
Giant, No. 1..... 3 20
Jump, No. 1 ..... 3 20
Hawley & Norton, No. 1 .... 4 75
Newhouse, No. 1 ..... 7 05
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ½ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0.53
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ..... 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 00	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	$3 00	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	2 60	3 15	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 13 ..... 0 30
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized base, $3.95.
Barbed wire, $4.40.
Coiled Spring Wire, 9 gauge, Toronto, $4.00; Montreal, $4.00.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.: Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	50	50	50
Draining Tools	50	50	50
Hollow Back Scoops	50	50	50
Sand Shovels	50	50	50
Hollow Back Shovels	50	50	50
Hollow Back Coal Shovels	50	50	50
Riveted Back Scoops	50	50	50
Miners' Spring Point Shovels ..	50	50	50

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 388

Wonderful Weather!

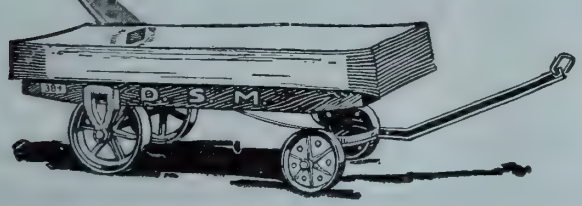
Some say our climate is changing and that we will continue to have milder winters.

It sounds O.K.—but for us, give us the old time winter—lots of rain and snow!

Of course more Galvanized Sheets are needed when the weather is "bad," and the worse it is the grander the record of "Premier" Galvanized Steel Sheets with their heavy pure spelter coating on a well made base.

Yours, (rather selfishly)

TINKER TOM.



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



"Canada" Quality in Every Brush



From the finest Varnish Brush to a common Scrub there is a full range of styles and sizes. There is also CANADA Quality and CANADA Service in each and every one, and a range of prices to suit every customer.

Most CANADA Paint and Varnish brushes are Solid, Straight Compressed and Rubber-set which guarantee the bristles from coming out, bushing or flaring.

Better get our dealer proposition



Canada Brush Company Limited

Head Office and Factory

St. John N. B.

Montreal Branch: 17 St. Gabriel St.

Representatives: St. Michel, Ltd.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

ANTI-FREEZE Per Gal.
In 5 gal. cans ..... $ 0 75
In 1 gal. lots 1.00
Anti-freeze for diluting purposes $2 50

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Raw and Burnt Seinna 100 lb. kegs, lb. 06 08
Imp. green, 100 lb. kegs 16–19
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre 100-lb. kegs.. 0 08
White ochre, 100-lb. keg 0 06
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ..... $ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic ..... $ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 19

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots ..... 16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal 15 per cent.
Imported, less 7½ per cent.
Domestic, less 5 per cent.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE.
Montreal and Toronto 50 and 10%

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&A., pure	12 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks ..... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.

In Barrels, per gal.	0 60
Half-Barrels, per gal	0 65
5s and 10s. per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case..	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can bas's.

Elephant, white, C. P.	$ 3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co, pure white	4 05
C.P. Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B.-H. Fresconette, white	3 55
B.-H. Fresconette, colors	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. White	3 90
C. & A. Floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, foor	3 55
Crown Diamond, porch	3 55
Do., Flat wall tone, white	3 55
Do., colors	3 45
Dougall Re. Newett, white	3 85
Do., colors	3 70
Re. Newitt, porch and floor	3 65
Do., flat wall finish	3 45
Moore's House colors, white	3 75
Do., House colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall, white	3 55
I.V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white	4 05
Do., H. S. Colors	3 70
Do., H. S. floor, hard drying	3 65
Do., H. S. Porch	3 70
Mellotone flat wall, white	3 60
Do., color	3 45
Jamieson's Crown Anchor	3 55
O.P.W. Can. Brand, white	3 95
O.P.W. Can. Brand colors	3 60
O.P.W. Can. Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors	3 55
Ramsay's Dulltone, white	3 55
Ramsay's Dull Tone, colors	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—

Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	0 70
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
5 lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
In bbls.	$4 25—4 60	$3 75—4 10
Gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W.	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Crown and Anchor	3 00
Adelite, (A. & E.)	3 00

VARNISHES Per gal. cans

B. H. Floors	4 08
B. H. Maritime Spar	5 18
B. H. Hard Oil	2 76
B. H. Gold Medal	3 42
Elastilite, Imp. V.	3 95
Granitine, Floor Finish	3 95
Hydrox Spar, Imp. V.	5 00
C. P. C. Sun Varnish	4 00
Glidden Wearette	4 00
Glidden Floorette	4 00
Glidden Jap. Spar	5 79
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 10
I. V. Elastica, No. 1	4 99
Do., No. 2	4 58
Do., Floor	4 10
O.P.W. Jasperite Interior and exterior	3 40
O.P.W. Indestructo, floor	3 40
O.P.W. Jasperite Pale Hard Oil	2 50
P. & L., No. No. 61	5 14
Jamieson's Copaline	4 10
M-S Marble-Ite Floor	4 32
M-S Wood-Var	4 16
M-S Durable Spar	5 23
M-S Finest Interior	4 97
Moorlastic Floor	4 25
T. 45 Floor	3 50
Morvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 24
Mar-not, S. W.	4 03
Quick Action House	2 70
Rexspar, S. W.	5 13
Scar-Not S.W.	4 76
Lowe Bros., durable floor	4 30
Solpar House Spar	4 60
Solpar Floor	4 60
Solpar, Interior	3 60
Kyanize Spar, Boston Var.	5 25
Kyanize Cabinet Rubbing	4 95
Kyanize Interior and Floor.	4 95
Luxeberry Light	4 66
Luxeberry granite	4 56
Luxeberry spar	4 73
Ramsay's Universal	3 80
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 35
Ramsay's No. 720	3 00
"C. D. Big 4" Exterior	5 10
Do., Interior	4 60
"C. D. Big 4" Floor	4 50
C. D. General purpose	4 25
C. D. Furniture	2 30
Dougall Univarnish, clear	4 50
Dougall Transparent spar	5 00
Dougall Transparent, floor	4 50
Do., Nogloss, interior	4 50
Do., Interior	4 50
Adelite, No. 103, Floor	4 00
Adelite, No. 105, Flat	4 00
Adelite, No. 100, Spar	5 80

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg.	0 17
1 gal. packages, per pkg.	1 00
S. W. Aqualite, 100 lbs.	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints	(per 100 lbs.) White	Colors
5 lb. pkgs.		
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE—
Cream, polishing, 19c.
White, XXX, 19c; XX, 17c; X 16c; XC, 14½c; XXX extra, 17c; XX, grand, 16c.; XLCR, 15c.; X, empire, 13½c; X press 12c.
Colored—No. 1, 13½c; No. 17, 12½c; No. 1A, 11½c; No. 1B, 10½c; Fancy, 14c; Lion, 12½c; Standard, 11c; Popular, 9½c; Keen, 8c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax	$ 0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls 2 50

WOOD ALCOHOL Per gal
In five gallons 1 50
Methylated Spirits 1 50

SPECIAL NOTICE TO HARDWARE MEN
HARRIS HEAVY PRESSURE

Buy the 2-lb. Cake put up in separate cartons. —Just the size and form so often wanted



Handy Convenient and Indispensable for Retail Service Copper-coated

BEST BABBITT METAL for all Machinery—Can be secured from ALL JOBBERS

THE CANADA METAL COMPANY, LIMITED

Montreal Winnipeg
Vancouver Hamilton

TORONTO

Is Your Stock Complete?

Super-Service Ash Cans



A Money-Making Line

Super-Service Ash and Garbage Cans are in demand all the year round. The four sizes shown are a good illustration of this popular and profitable line.
Super-Service Ash and Garbage Cans are made of galvanized steel, hand rivetted and all joints are soldered. Each can is bound top and bottom by iron bands.
The Dealers' margin of profit is good.—Write for price-list today.

REED'S ROOFING CEMENTS

For full particulars and price list, write us.
Plastic, Semi-plastic and Liquid are the results of our 70 years' experience in the roofing business — put up in 5 lb., 10 lb., 100 lb. kegs, half barrels and barrels.

Western Ontario Selling Agent
Frank H. Butcher, Mfr's. Agent, 13 Cathcart St., London, Ont.

Geo. W. Reed & Co. Limited, Montreal

If interested, tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Sort Shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$7 00
22 Short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim			159 50
351 Self Ldg.			121 50
44/55			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 42½ per cent.
U. M. C. 42½ per cent off Dominion list.
Dominion Ammunition—Discount 42 and 20 per cent off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List	Prices per dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit		17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON
Round and square—3-16 in., ¼ in., and 5-16 in.. $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in.. $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in.. $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $9.50; machinery steel $8.00
BARS ,CROW, $9.00 per 100 lbs.

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10 per cent off list.
Extra, 30 per cent.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each $10 50

BOLTS
Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 7/16 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.
BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c. per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c. per lb.
Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 63

DRILLS
See Eastern List.
Bit Stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 50/10%
Uric gauge 50/10%

EAVESTROUGH
Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES
Price of "single"
Per 100 lbs. ... ...$ 3 75
Mounted on steel frames .. 7 75
to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs., and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices
Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in. $8.00; 12 in., $10.50.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz

102	$ 1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL Per gal.

Raw	$ 1 15
Boiled	1 18

HINGES—Net prices.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 9 75		$10 25
Empress		11 50	12 25
Daisy	6 75	7 00	7 25
K—3 blade	9 60	10 25	10 00
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—
Wire ,f.o.b. Fort William $4.00 base; Winnipeg, $4.60; cut f. o. b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape- Well	New Peerless
No. 4			7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark
Behind the Hardware House
of Quality

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest
Wholesale Hardware Dealers
in Canada



HOLIDAY LINES

Last Minute Ticks Suggesting Gifts of Utility

- Silver Plated Ware - Case Cutlery -
Scissors - Razors - Pocket Knives
- Duro Aluminum Ware Pyrex Oven Ware -
Alarm Clocks Boyce Moto Meters
Sleighs - Skates - Hockey Sticks -
Curling Stones and Brooms
- 22 Cal. Rifles -

Orders for any of the above lines shipped promptly
Consult monthly price list for your costs

The J. H. ASHDOWN HARDWARE COMPANY Limited

Winnipeg Calgary Saskatoon Edmonton

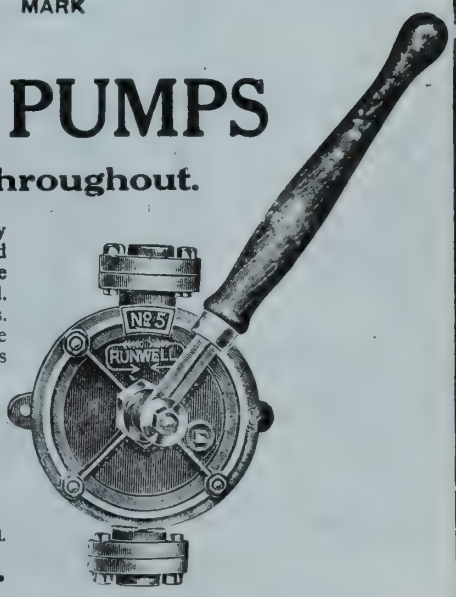
TRADE RUNWELL MARK

SEMI-ROTARY WING PUMPS

Are BRITISH MANUFACTURE Throughout.

The "Runwell" Semi-Rotary Wing Pumps are **British Manufacture**, and by reason of their general adaptability for a variety of circumstances, where a reliable and efficient pump is necessary, are becoming increasingly popular. The pumps are liberally designed to withstand rough usage and to give the full capacity specified. They are subjected to a rigid examination and are also tested under working conditions.

The "Runwell" Semi-Rotary is easy to manipulate and is designed to raise more water than any other type of hand-operated pump. All pumps have counter flanges fitted to branches, tapped Briggs standard thread.



REPRESENTATIVES:

BRITISH COLUMBIA; U.S.A.—WASHINGTON, OREGON, CALIFORNIA:
FRANK RAW & CO.,
198 Hastings Street W.,
Vancouver, B. C

MANITOBA, SASKATCHEWAN, ALBERTA:
FREDERIC SARA & CO.,
Calgary.

ONTARIO, QUEBEC, MARITIME PROVINCES:
UNIVERSAL SUPPLIES, LTD.,
212 Coristine Bldg.
Montreal.

Ask your Jobber to supply you with these Pumps.

ILLUSTRATED PRICE LIST from any of the above, or from the manufacturers:—
C. DEPARTMENT.

ASHWELL & NESBIT, LTD.,
LEICESTER, ENGLAND.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY—

1 in. mesh x 24 in.	$ 5 60
30 in.	6 80
36 in.	8 00

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—

	Gallon
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER

	Quire	B & A Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent

SCYTHES— Doz.

Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Old. D. H. Sqr. Pt. $12.25 per doz.; D.H. Rd. Pt. $12.25; L. H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D.H. Rd. Pt., $15.20; D.H. Sq. Pt, $15.20; L. H. Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS Each

Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c. base square tool, 20c base; spring, 9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.15 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.&N.	Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—

	Wood	Fibre
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.45 per gal.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 54
Cotton, 3-ply balls	0 58
Cotton, 4-ply cones	0 58
Cotton, 4-ply balls	0 62

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½ per cent. off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15 per cent. discount.

Stamped Ware, retinned, 40 and 7½ per cent. off.

Pieced Tinware, ordinary, list plus 37½ per cent.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Sheetiron Ware, list plus 25%.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Light Galvanized Pails, plus 15 per cent.

Tubs—

Light, plus 15 per cent.

Heavy, plus 15 per cent.

Pails and Tubs, plus 15 per cent.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50 per cent.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	1 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional	7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 6 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

WIRE CIOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William, Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	Dozen— Always Ready	Black, N P
No. 1	$3 75	$4 10
No. 2	5 25	5 50

WRINGERS, CLOTHES Doz.

Regent	$69 00
New Era	76 50
Universal	49 50

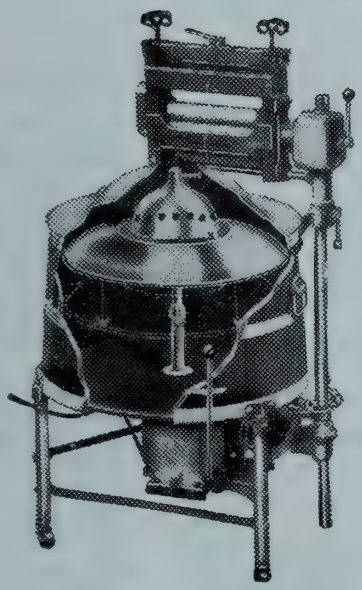
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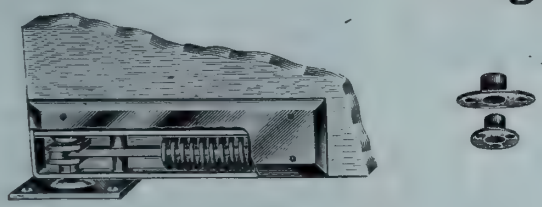
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—Adjustable to size of washing;
—Heavy cypress tub **holds** heat, instead of radiating it as with metal;
—Driving gears under tub promote stability; all fully protected;
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago Ill.
Falls, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
B. & H. Thompson, Co., Montreal.
W. Walker & Son, Ltd., Toronto, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

105th Annual Meeting of Bank of Montreal

Sir Vincent Meredith, President, Takes View That on the Whole Trade Conditions More Satisfactory Than a Year Ago.

Sir Frederick Williams-Taylor, General Manager, Shows Necessity for Bringing Down Cost of Living in Canada—Reviews Features of Annual Statement.

At the annual meeting of the Bank of Montreal, Sir Vincent Meredith, Bart., the President, in his address, gave a comprehensive review of Canadian and foreign conditions, and said the outlook was for reasonably profitable operations in most lines of business.

Sir Frederick Williams-Taylor, the general manager, in dealing more particularly with domestic conditions, said that if Canada were to make the progress which they all hoped for it was imperative that taxation and the cost of living should be reduced to the level, at any rate, of that obtaining in the United States.

In referring to the Merchants Bank, Sir Vincent said:

"To the incidents connected with this transaction it is not necessary to refer, nor to the criticism it evoked, further than to say that, in my judgment, the prompt action of your directors, subsequently ratified by you, averted a situation that might otherwise have proved serious to the country at large, and secured the shareholders of that institution from losses greater than were suffered. It will interest you to know that the work of co-ordinating the staffs with a view to economics is proceeding with all possible celerity, and that the acquisition of the Merchants Bank is reasonably realizing the expectation of your Board. Under our own organization and with the economies that have been effected, the future gives promise of increased earnings."

FARMERS' BUSINESS

He expressed gratification at the fact that the government had embarked on an energetic immigration policy and continued:

"Statements have been made in the public press by uninformed people that debtors, especially in the West, are being subjected to undue pressure by the Banks, Loan Companies and other creditors. So far as this Bank is concerned, every consideration and great latitude have been given to debtors who, through bad harvests or other mischance, have been unable to meet their obligations. This is and at all times has been the policy of the Bank, and never has that policy been more forcibly impressed upon our managers than during recent critical years.

"Banks are business, not benevolent, institutions. They are expected to pay their shareholders a reasonable return on their investment, which includes the Rest Account—the accumulation of many years—as well as the Capital of the Bank. The rate of dividend is not disproportionate to that investment and certainly has not proved so lavish as to encourage capital to seek the banking field. As a matter of fact, the distributions to shareholders in Canadian Banks is substantially less than that made by banking institutions in Great Britain or the United States."

SIR FREDERICK WILLIAMS-TAYLOR'S ADDRESS

Sir Frederick Williams-Taylor, the General Manager, in his annual address, dealt more especially with the affairs of the Bank and conditions at home in Canada. Sir Frederick emphasized particularly the need for a readjustment of living costs in the country, when he referred to the economic position of the Dominion. In this connection, Sir Frederick said:

"Canada's economic position is not satisfactory. How could it be satisfactory, with the whole financial world out of joint? As everyone is aware, our troubles have partly been the result of this universal condition; partly the result of the war. It is well, however, to bear in mind that our problems are largely of our own creation.

"Readjustment will come in time, for this is a country of virility and untold resources; yet one thing stands out signally, in my opinion, namely, that Canada cannot go ahead again as she should while taxation and the cost of living are higher in this country than they are in the United States of America.

"Canada is one of the best countries in the world to live in, to work in, to play in—in point of stability, security and comfort it is an earthly paradise as compared with Europe—but we must not stand still, and in order to progress the cost of living and taxation must be diminished; otherwise, we will fail to attract immigration; and improved conditions are largely dependent upon increased population.

"As to ways and means, they are obvious to all who reflect, and the necessity thereof is now being brought home to the heedless by that pitiless but unerring teacher necessity."

SOUND BANKING SYSTEM

In conclusion Sir Frederick stated that the manner in which Canadian banks generally had come through the agitating times since 1914 must be taken as evidence of the fundamental soundness of the Canadian banking system. There was reason to be thankful that no great commercial breakdown had occurred.

Senator Foster, in proposing a vote of thanks to the president, general manager and directors, said he was sure that shareholders would gladly join in a vote of thanks to the president, general manager and directors of the bank. There were people, he said, who were under the impression that when they bought a share of bank stock in some mysterious way it found its way into the coffers of the bank, and proceeded without efforts on the part of anybody to earn as much, or more, than they could make the money earn themselves, but those who know anything of the business of the bank could appreciate that the statement that had been presented that day could only have been produced as a result of co-operation and splendid effort on the part of everybody in the institution.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 35 years of honest effort to give the retail trade the best possible service.

SAWS

SIMONDS CANADA SAW CO.
Limited

"The Saw Makers"
Montreal, Que.

St. John, N.B. Vancouver, B.C.

Men who use Cross-Cut Saws know the quality and efficiency of Simonds Crescent-Ground Saws.

They buy by the name and that is why dealers carry this nationally known line.

Write for catalog and discounts.

SIMONDS

THE BUYERS' GUIDE

CALKS, BOOT
The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, AUTOMOBILE
Dominion Chain Co., Ltd., Niagara Falls, Ont.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
Smith & Eggs Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt. Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada. Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Prockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Aluminum Specialty Co., Toronto.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville Que
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd. Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Torono.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co, Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co., of Canada, Ltd., The, Hamilton, Ont

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y.

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto
E. T. Wright & Co., Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products, Ltd., Renfrew, Ont
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada Ltd., The, Hamilton, Ont.

EXPANSION BOLTS
N. Slater Co., Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FASTENERS, CORRUGATED
The Cary Mfg. Co., Brooklyn, N. Y.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

GOODELL-PRATT

1500 GOOD TOOLS



GLASS CUTTERS

With wheels that cut like diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass. U.S.A.



A popular new Starrett Tool

Every mechanic will immediately see the convenience of this new Starrett Spring Depth Gage No. 48. A spring in the barrel of the tool automatically forces the rod downward until stopped by the bottom of the hole or recess to be measured. Then a quick turn of the clamp screw locks the rod in position and the gage is set with an instantaneous accurate measurement. Capacity is three inches—base is two and one half inches long (a longer and better base than on the average gage). Both the base and the contact end of the rod are hardened and ground.

Write for Catalog No. 22 M.A. and the Supplement describing the new Starrett Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

Athol, Mass.



New Starrett Spring Depth Gage. No. 48.

42-462

Sell Starrett Tools

THE BUYERS' GUIDE

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FIRE DOOR FITTINGS
Geo. W Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co. Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T Wright Co., Limited, Hamilton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS, DROP
N. Slater Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Can Foundries & Forgings, Ltd., Welland, Ont.
Chas Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont

GALVANIZED IRON SHEETS
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont
Gutta Percha & Rubber, Ltd., Toronto, Ont

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J H Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont
A Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE, SHEET AND GROUNDS
A Ramsay, Son & Co., Montreal, Que.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
The Carborundum Co., Niagara Falls, N. Y
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

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Goodell-Pratt Co., Greenfield, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
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Canada Steel Goods Co., Ltd., Hamilton, Ont.
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N. Slater Ltd., Hamilton, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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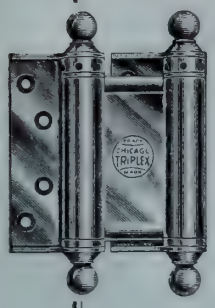
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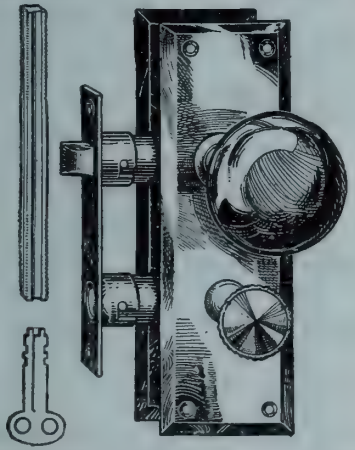


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Trimont Mfg. Co., Roxbury (Boston, Mass.)

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

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Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
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Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

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PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Goodell-Pratt Co., Greenfield, Mass.

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POLE LINE HARDWARE
N. Slater Manufacturing Co,. Ltd., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.

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Rideau Specialty Co., Smiths Falls, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph. Ont.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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S. F. Bowser Company, Ltd., Toronto, Can.

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Smith & Hemenway Co., Inc., Irvington, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Stanley Works, New Britain, Conn.

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A. Ramsay & Son Co., Montreal, Que.
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Sherwin-Williams Co., Montreal.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Christopher Johnson & Co., Sheffield, England.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
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Butterfield & Co., Rock Island, Que.
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Sanderson-Harold Co., Ltd., Montreal, Que.

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Geo. W. Reed & Co., Montreal. Que.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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RULES, FOLDING BOXWOOD
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The Simonds Canada Saw Co., Limited, Montreal

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La Manufacture de Scies de Levis, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

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The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que..
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

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Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Simonds Canada Saw Co., Ltd., Montreal, Que

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

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N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
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Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

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N. Slater Manufacturing Co,. Ltd., Hamilton, Ont.

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American Rolling Mills, Middleton, Ohio.
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Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto, Ont.

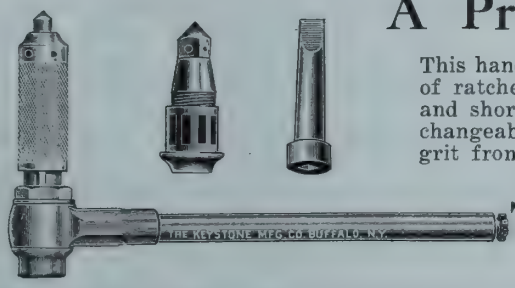
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Rugg Ball Mfg. Co., Ayer's Cliff, Que.
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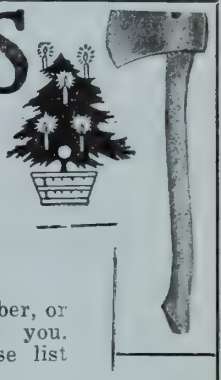


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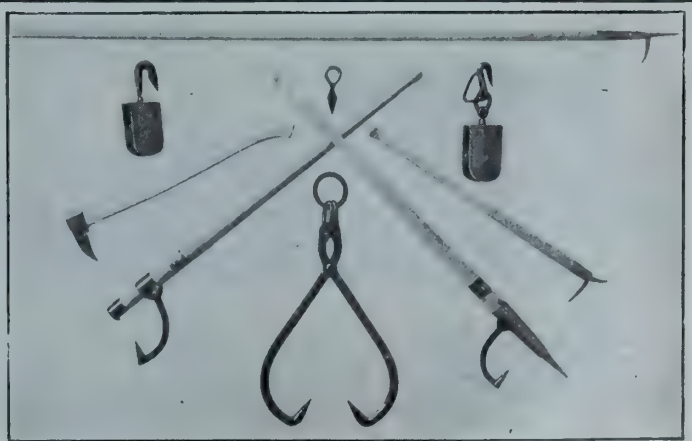
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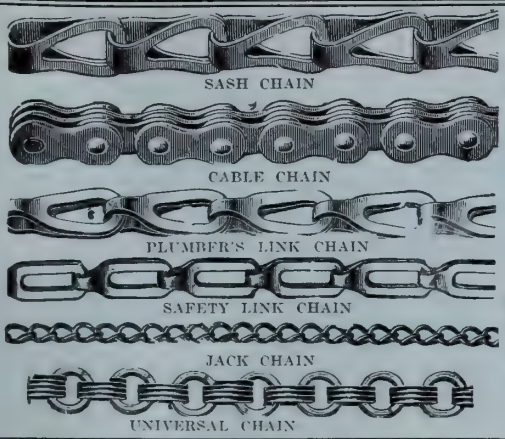


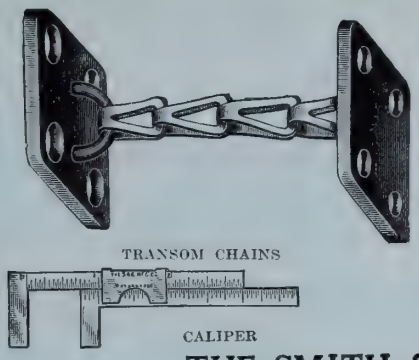
If interested tear out this page and place with letters to be answered.

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Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.
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The Chicago Solder Co., Chicago, Ill
SOLDERALL
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A. J. Reach & Co., Ltd., Brantford, Ont.
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—WHIFFLETREE
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N. Slater Co., Ltd., Hamilton, Ont.

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STEEL:—FLAT TEMPERED CLOCK SPRING
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STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.
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E. T. Wright Co., Limited, Hamilton, Ont
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TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn
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TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
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Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill
The Millers Falls Co., Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio.
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F. E. Myers, & Bro., Ashland, O.
TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
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The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
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American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
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The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.
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Stanley Works, New Britain, Conn.
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The MacDonald Wire Goods Mfg. Co., Regd.,
TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.
TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
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TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.
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Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio
Taylor-Forbes Co., Ltd., Guelph, Ont.
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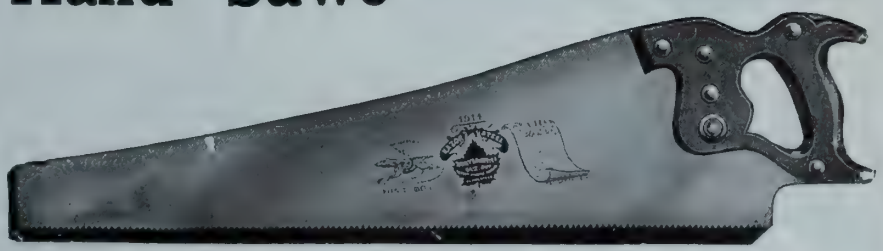
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The Warren Tool & Forge Co., Warren, Ohio.

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Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wstern Wire & Nail Co., London, Ont.

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British Empire Steel Corp., Ltd., Montreal.

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New Brunswick Wire Fence Co., Ltd., St. John, N.B.
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Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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every boy who sees them wants them

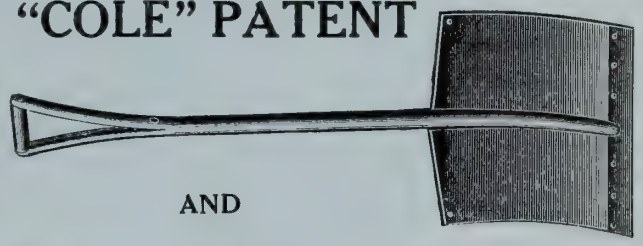
The boy's tool chest illustrated above contains real tools. It is not a collection of toys—it is a set of sturdy workmanlike carpenter's tools with which a boy can build anything from a dog house to a row-boat. It makes a dandy gift, sells readily and rewards you well for handling it. Write today for prices. Tea trays, smoker's trays and stands, children's desks, kindergarten sets and blackboards are also included in our holiday lines. It will pay you to investigate.

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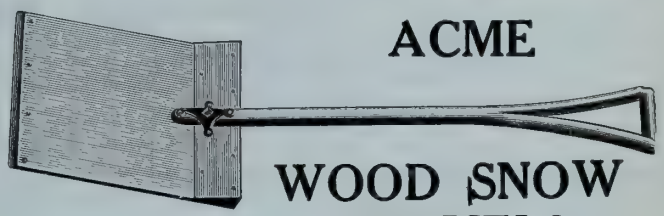
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Can you think of better legislation than this? The government is pointing the way to better health conditions, to higher standards of living, to more enjoyment for the farmer—and to an immense increase in business for you. The first details of this scheme of the Ontario government for loaning money to farmers for the purchase of plumbing and heating equipment will be in the December 1 issue of SANITARY ENGINEER. Every plumber will read this article thoroughly so that he will know how to take advantage of the splendid opportunities it holds for him.

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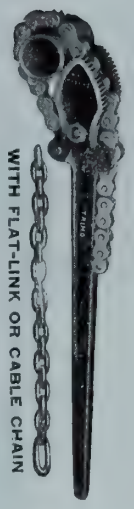
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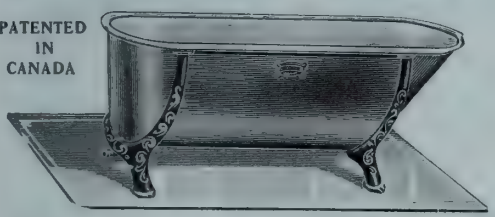
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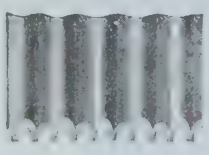
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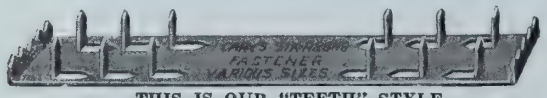
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We are the exclusive manufacturers and sole owners of patents, method and machines for manufacturing a saw edge fastener with a **continuous cutting edge.** Compare with other makes. There is a difference. Users prefer them. Packed in tin containers, 500 and 1,000 each. **Write for samples and trade discounts.**

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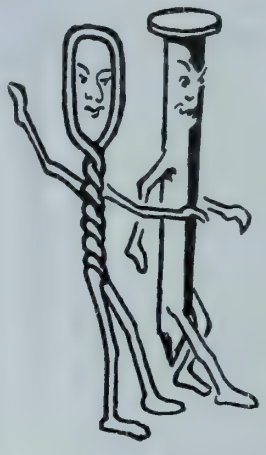
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THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS





We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

High Grade Padlocks

Constructed to stand rough usage. Built to give protection. Made in various styles.



"Canada" and "Victory"

build your sales rapidly and there is a good margin of profit in every sale.

Made in Canada for the Canadian trade.

Stocked by all Jobbers

C. O. CLARK & BRO.
Montreal, Que.

If interested, tear out this page and place with letters to be answered



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Black and Galvanized Stove Pipe Elbows and Canada Plates.

We have a large stock of the above on hand and can make delivery at once in all sizes, angles and grades.
250 SQUARES OF GREEN SLATE SURFACED 4 in 1 SHINGLES to clear at once special $5.50 per square.
Large stock of galvanized sheets, black sheets, zinc, copper, bolts, rivets, stove pipe wire, dampers, registers, roofing, local vent fittings, expansion tanks, etc.
Order Department, Main 784 and 785.

WHEELER & BAIN LTD. TORONTO, ONT.

Pure Wood Turpentine

is now manufactured in Canada from Canadian woods for the paint and varnish trade.

We have met the problem of producing Turpentine with the same chemical composition and properties as gum turpentine.

Unexcelled for thinning paints, varnishes, etc.

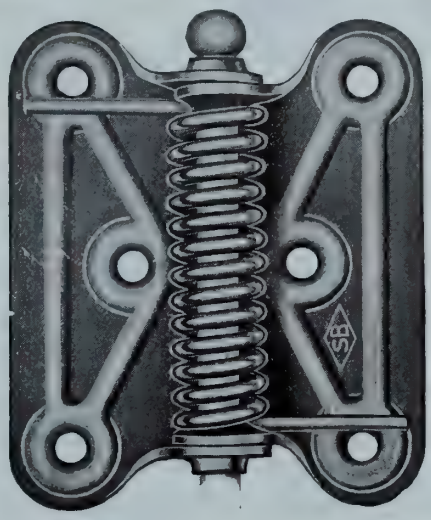
The price is $1.00 per gal.

f.o.b. La Tuque, P.Q., and put up in steel drums of 46 Imperial gallons.

LA TUQUE BRAND

Your inquiries will be promptly answered.

BROWN CORPORATION,
QUEBEC, P.Q.



Made In Canada

No. 44

Ask Your Jobber

Order Now

Your orders for screen door hinges should be placed now — we manufacture during the winter — and specify No. 44, the hinge of rolled steel with the galvanized ball tip loose pin.

N. Slater Co., Limited
Hamilton, Canada



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

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Christopher Johnson & Co.

Cutlery Manufacturers

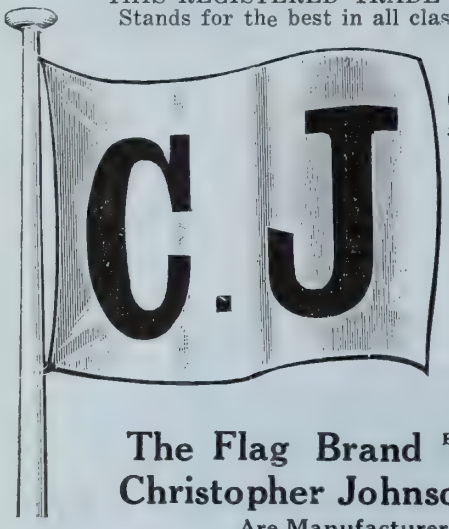
WESTERN WORKS:

Sheffield - - - England

Cables: Johnson, Sheffield.

Canadian Representatives: F. Sara & Co., 1309 12th St. W., Ca'gary

THIS REGISTERED TRADE MARK
Stands for the best in all classes of



CUTLERY

Quality!

Reliability!

Finish!

The Flag Brand Established 1836
Christopher Johnson & Co.
Are Manufacturers of

HIGH GRADE Table Cutlery, Pocket and Pen Knives, Scissors and Razors.
Spoons and Forks and All Classes of Electro Plated Ware.

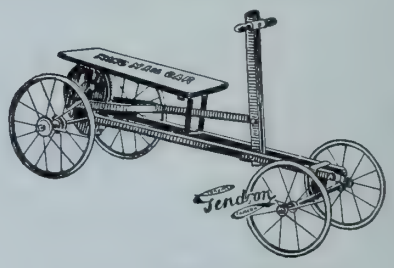
"The more sales you expose yourself to, the more sales you will make."

Printers' Ink.

By Keeping a

TORONTO Gendron CANADA

No. 24 or 28
ROWING WAGGON
constantly on display you will expose yourself to many profitable and satisfying sales.



Here's an avenue to increased profits! Expose yourself!

The Gendron Mfg. Co., Limited
DUCHESS STREET - TORONTO

Keep Canada Prosperous

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last twenty years, has earned a reputation

For Quality that Satisfies

Send in Your Order Now.

London Rolling Mill Co.

LIMITED

LONDON, CANADA

Sales Agents:

Western Canada, Bissett & Webb, Ltd., Winnipeg

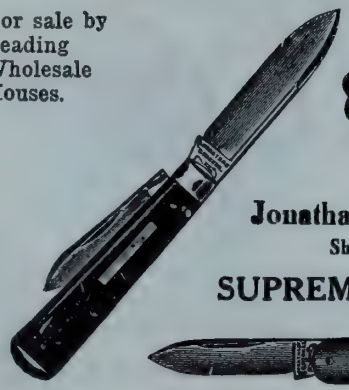
"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last twenty-five years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job. All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

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For sale by Leading Wholesale Houses.



Corporate Mark

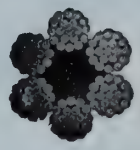


Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Maple Leaf Stitched Cotton Belting Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada



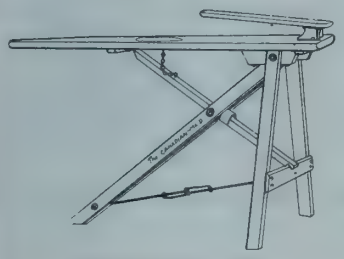
No. 1 Fire Pot
List Price Each $27.20.
Ask for Discount.

PLENTY OF PEP

Much time and money is saved in using the No. 1 Improved Double Blunt Needle Fire Pot. It burns the modern fuel perfectly, either gasoline or kerosene, producing 300 degrees more heat than other makes. A pot of metal and a pair of heavy coppers can be quickly heated. Gas orifice cannot be injured by forcing the Needle. It is cleared by using upper Needle, lower regulates the flame. Top Section is removable. The Ideal Fire Pot for either indoor or outside work. Jobbers supply at factory price. Catalog upon request.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave.
Detroit, Mich., U. S. A.

The "Canadian Maid"



Patented Oct.. 1920.

the very latest thing in Ironing Tables

It is firm as a rock.
Weighs less than 18 lbs. but will support over a half ton.
Simple to operate, and the most substantial Ironing Table made.
Folds up into about three inches of space.
Retails at $3.90 and $4.50 if equipped with Sleeve Board.
Liberal discounts to dealers.

Everett Mfg. Company Limited
Head Office and Factory
Sault Ste. Marie, Ontario



Write to-day for prices and descriptive literature.

WILKINSON—KOMPASS

OF HAMILTON LIMITED
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

PAPER BAGS TWINES

Walter Woods Limited
Hamilton **Winnipge**

If interested tear out this page and place with letters to be answered.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

WANTED

WANTED—REPRESENTATIVE FOR WELL-known Sheffield manufacturer of high-grade cutlery, calling on Hardware importers and wholesale trade from Winnipeg West; must cover western Canada at least twice a year and carry full range of samples. Liberal commission basis; apply giving references and full particulars of present connections. Box 910, Hardware and Metal, Montreal.

PURCHASING AGENT — EXPERIENCED AND competent. Auto or general manufacturing lines preferred. Highest grade references. Box 919. Hardware & Metal, Toronto

SALESMAN WANTED—TO SELL HARDWARE in Ontario. In making application, state age and qualifications. Beatty Bros., Ltd., Fergus, Ont.

WE REQUIRE THE SERVICES OF A GLASS salesman to cover Western Ontario on salary and commission basis. If you are an experienced salesman in some other line, must have a good hardware connection. Send details of experience, etc., to Box 329, Hardware and Metal, Toronto. All replies treated confidential.

GOOD HARDWARE CLERK WANTED—Must be good salesman and window dresser. Preference for man able to write show cards and with experience in mining hardware. State age, experience, enclose references and state salary required. Apply to George Taylor Hardware, Ltd., Cobalt.

SITUATIONS WANTED

HARDWARE CLERK — DESIRES POSITION with Retail or Wholesale Hardware. Two years thorough experience. Good education. Excellent references. Wages secondary condition. Apply Box 922, Hardware and Metal, Toronto.

HARDWARE CLERK — RETAIL HARDWARE man desires steady position in good town close to Toronto. Fifteen years' experience. References. Box 901, Hardware and Metal, Toronto.

FOR SALE

COTTON SAFETY GAS PET-COCK—MANUfacture and sale rights for newly patented safety Gas Pet-Cock, to be used on Gas stoves. For disposal. A. D. Janieson, 274 Durie Street, Toronto.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. **Inside** dimensions and prices are as follows: 15″ deep, 2 ft. 5″ wide, 3 ft. 11½″ high, fitted with built-in- compartment. Price $250.00. 18″ deep, 2 ft. 8″ wide, 4 ft. 5″ high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal. Toronto.

FUEL OIL STORAGE TANK
10,000 Gallons Capacity.

This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply MR. VOGAN, The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Adelaide, 5740.

HARDWARE BUSINESS IN TORONTO. OWNer retiring. Large store. Balance of stock, all fixtures about $2,500. Good lease. Snap. Owner Box 924, Hardware and Metal, Toronto.

PLUMBING, TINSMITH AND ELECTRICAL business with stock of stoves, tinware, etc., in good Ontario town. Stock about $4,000; good turnover. Box 910, Hardware & Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

ARROW POINT

Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
Quebec—Alexander Gibb, Montreal.
Ontario—T. Mortimer & Co., Toronto.
Manitoba and Alberta—F. G. Maxwell & Co., Winnipeg.
British Columbia—H. A. Hiam, Vancouver



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by

T. I. THOMSON LTD., Owen Sound, Ont



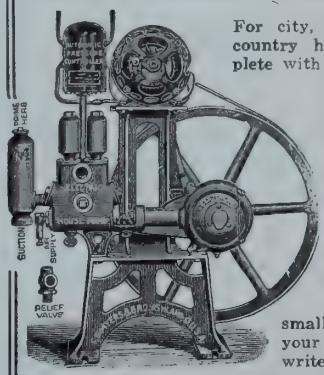
Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands ..... 20c per doz. 90c per 100
Three spiral colored bands ..... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

MYERS Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E.F. MYERS & BRO., ASHLAND, OHIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO., Chester, Conn., U. S. A.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS

Distributors for Ontario: WHITES LIMITED, Collingwood

Have You Received HARDWARE AND METAL Electro Catalog Yet?

HARDWARE & METAL'S

unique circulation as proven by the A. B. C. Audit is due to 35 years of honest effort to give the retail trade the best possible service.



'COCK' KNIFE'

Corporate Trade Mark Granted 1772

Rawson Brothers
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

Agents: C. C. CRAIG CO., Ltd. 281 McDermot Ave. - WINNIPEG

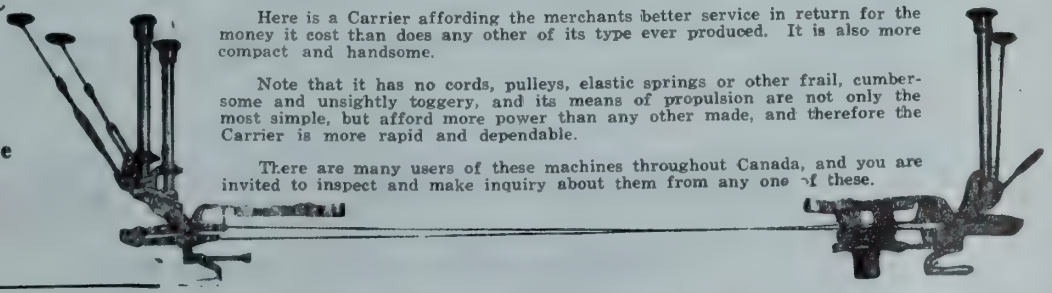
No. 9963

Stocks of Canadian Patterns Always on Hand.

Further information for the asking. All kinds of wire cash and parcel carriers and pneumatic tubes.

Gipe-Hazard Store Service Co., Limited

113 Sumach St., Toronto, Ont.
Also 318 Homer St., Vancouver, B.C.



Here is a Carrier affording the merchants better service in return for the money it cost than does any other of its type ever produced. It is also more compact and handsome.

Note that it has no cords, pulleys, elastic springs or other frail, cumbersome and unsightly toggery, and its means of propulsion are not only the most simple, but afford more power than any other made, and therefore the Carrier is more rapid and dependable.

There are many users of these machines throughout Canada, and you are invited to inspect and make inquiry about them from any one of these.

If interested tear out this page and place with letters to be answered.

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65



Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.
STOCKED BY JOBBERS. SEND FOR CATALOGUE.
MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.



A Gift for 99 Men in 100

CHRISTMAS is the time when you can sell the best and most costly Rubberset Brushes.

It has been said that 99 Canadians in 100 shave. What is your estimate? In any event **most** of them do. A Rubberset Shaving Brush makes a splendid Christmas Gift—serviceable for years—graceful in every line—constant reminder of somebody's thoughtfulness.

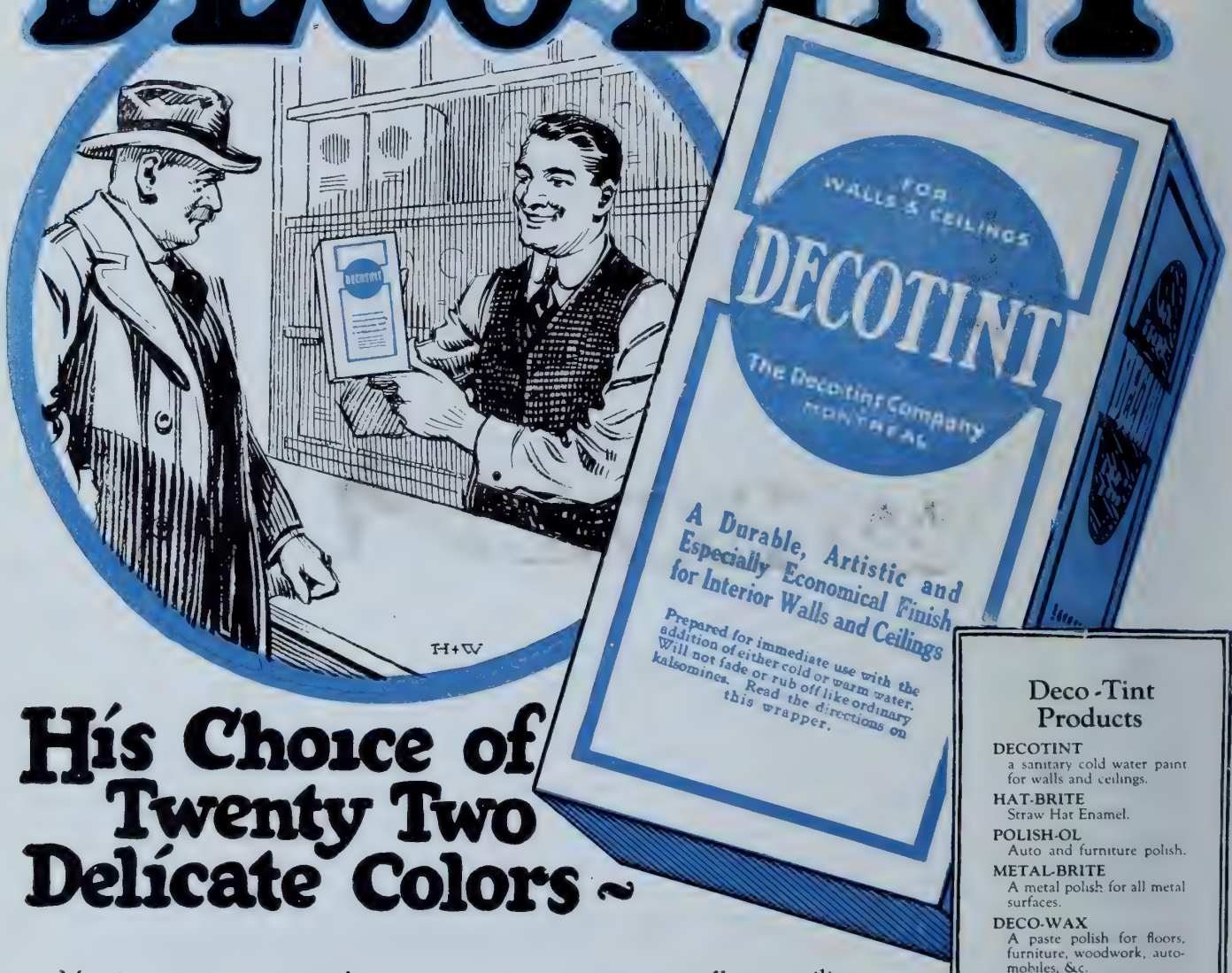
Display Rubberset Brushes in their handsome silk-lined cases. Bring them to the attention of your Christmas shoppers—call their attention to the fact that Rubberset Brushes will not shed their bristles—they are guaranteed not to! Rubberset Brushes will add to your Christmas revenue.

RUBBERSET

The Rubberset Company Limited

Factories : TORONTO and GRAVENHURST

DECOTINT



His Choice of Twenty Two Delicate Colors ~

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

Meeting every customer's requirements in interior wall or ceiling decoration with just the right color or combination of colors.

It is so easy when you're well stocked with DECOTINT, the artistic, easy to apply, and sanitary wall paint.

Decotint is the ideal medium for the permanent decoration of interior walls and ceilings of residences, halls, clubs, schools and public buildings.

The demand for this durable and inexpensive cold water wall paint is going to bring many extra dollars to Decotint dealers during the coming season. You should have a share of this profitable business. You can assure your share **now** by placing an order for Decotint and the other easy selling household specialties listed here.

Deco-Tint Products are all Canadian made

THE DECO-TINT COMPANY
897 CENTRE STREET · · MONTREAL

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 50 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA December 16, 1922



Our Shipping Facilities Are Equal to Any Emergency

At this season of year it is difficult to keep close tab on stocks in hand. The result is that often you find yourself out of some good line. In a case like that remember our slogan "Shipments Made Promptly."

No matter what season of year, December the same as any other month, we are in a position to ship upon receipt of order. It is possible therefore for you to buy seasonable and staple lines that sell readily at this season of year from any of our six warehouses and keep sorted up without placing a large order.

If you run out of a line you can order them from SMP and get delivery in time even to make sales. Our shipping facilities are equal to any emergency, hence the slogan



SHIPMENTS MADE PROMPTLY

SMP QUALITY

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY

TO our Customers and the Merchants throughout Canada we extend our hearty Christmas greetings.

IT is our wish and desire that all good things be yours, that your personal and business affairs may be successful to the fullest extent.

IT is our further wish to serve you well and to give you value for every dollar that you may spend with us.

TO our Customers who have made it possible for us to grow and expand from year to year we extend our grateful thanks and express the hope that we may so conduct our business that our satisfactory relationship may long continue.



H. S. Howland

President

H. S. Howland, Sons & Co. Limited

TORONTO

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED



Wishing a
Merry Christmas
and a
Happy New Year
to the
Hardware Trade of Canada

JAMES SMART PLANT,
BROCKVILLE, CANADA



A Merry Christmas



To our patrons—all of them—who have contributed to the upbuilding of the business during the past half century, we extend the hope that this Christmas will be the happiest they have ever spent and that the New Year ushers in for them prosperity in abundance.





The Hobbs Hardware Company
LIMITED

London Canada

Merry Christmas—

—and may the coming year bring you health, happiness and prosperity.



BROWN & SHARPE MFG. CO.

Providence, R.I., U.S.A.

B·S

TRADE MARK

"Peace hath her victories
no less renowned than war."
—*Milton*

H. E. O. Bull, Montreal
T. Mortimer & Co., Toronto
A. T. Chambers, Vancouver
N. J. Dinnen, Winnipeg

Join us in expressing

hearty and sincere greetings to you, our year-through friends, with "A Merry Christmas and a Happy New Year."



N. SLATER COMPANY, Limited
Hamilton, Canada

Makers of Reliable Barn Door Fixtnres.

If interested tear out this page and place with letters to be answered.

Health and Prosperity in 1923





It is our wish that every member of the Hardware Trade enjoy a Christmas filled with good cheer and friendliness, and that you will enjoy health and prosperity during the coming year.







The Aero Mfg. Co., Limited

Lennoxville, Que.

Distributors for Canada

Western Provinces: H. L. Perry Co., Ltd., Winnipeg.
Ontario: L. N. Vanstone, 8 Wellington St. E., Toronto.
Quebec: H. B. Johnston, Sherbrooke, Que.
Maritime Provinces: H. E. Frye, Moncton, N.B.

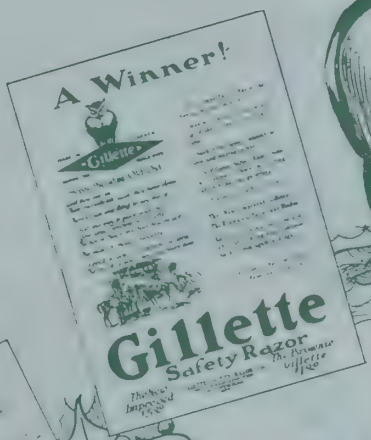
Great Britain:
J. & W. Slade, 127 Rhodeswell Road, Limehouse, London, Eng.

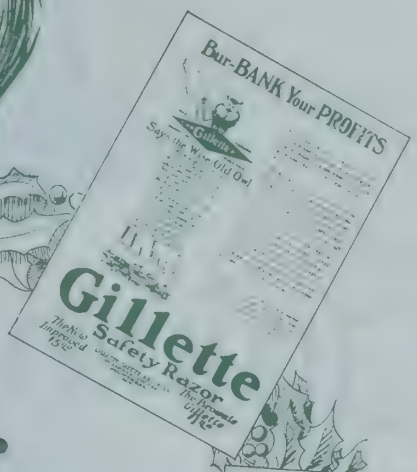
U. S. A.:
H. G. Mitchell, Canton, Mass.

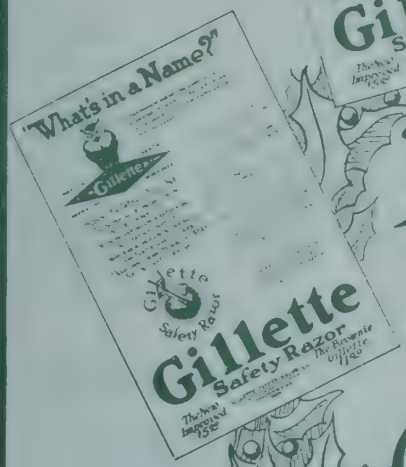
If interested, tear out this page and place with letters to be answered

Says the Wise Old Owl

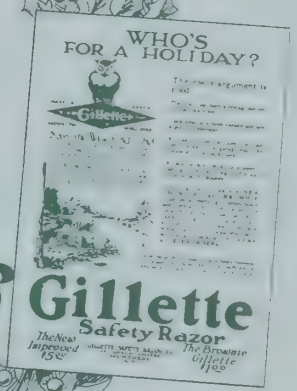


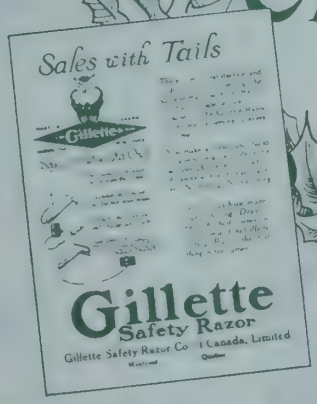


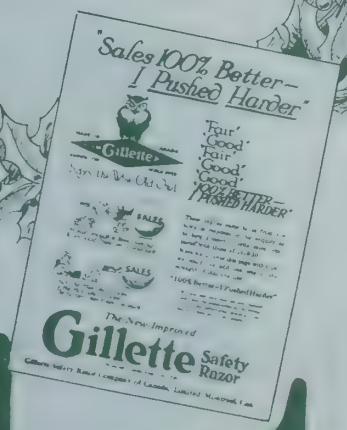




Here's a Happy Christmas

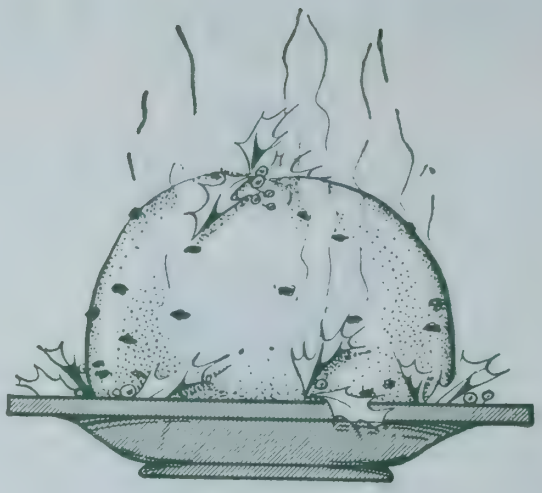






Gillette

If interested, tear out this page and place with letters to be answered



CHRISTMAS
---and our frienas

It is not that we think more of our friends at Christmas time than at other seasons of the year—we think more about them, that is all.

And we tell them that we so think.

This exchange of Christmas greetings is a fine old custom. It makes us more sympathetic, more tolerant, more human. It brings home to us that there are things in business and social life that cannot be measured in dollars and cents.

We wish you well in 1923



The Brown-Boggs Co.
LIMITED

Hamilton - Canada

If interested, tear out this page and place with letters to be answered

STEEL & IRON PRODUCTS

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic **Malleable** **Foundry**

STEEL AND IRON BARS OPEN HEARTH STEEL SHEETS
RAILROAD TRACK MATERIAL

Angle Bars **Track Bolts** **Tie Plates** **Tie Rods** **Spikes**

SCREWS

Steel
Brass
Bronze
Wood and
Machine
Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps **Cross Arm Braces** **Guy Clamps** **Guy Rods**

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Putty
Shot

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

THE STEEL COMPANY OF CANADA LIMITED

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

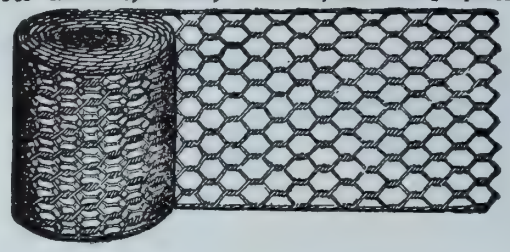
General Offices:
HAMILTON AND MONTREAL

Sales Offices:
HAMILTON, MONTREAL, TORONTO, WINNIPEG, VANCOUVER.

If interested, tear out this page and place with letters to be answered

LARGE STOCK

GALVANIZED WIRE NETTING
For RABBITS, SHEEP, POULTRY, and all purposes



BEFORE PLACING
YOUR ORDER FOR—

POULTRY NETTING

FOX NETTING

Galvanized after Weaving

Communicate with

THE WHITECROSS COMPANY
(CANADA) LIMITED

59 St. Henry Street, Montreal

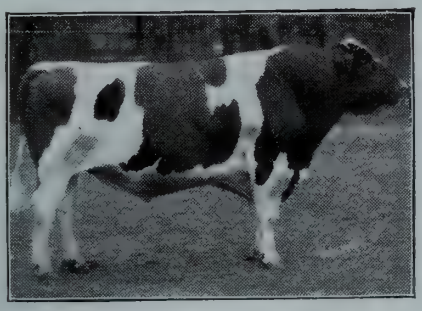
also manufacturers of

"GORGON" FENCING WIRE PATENT STEEL WIRE
"GAUCHADA" PATENT GALVANIZED BARB FENCE

PROMPT DELIVERY

If interested, tear out this page and place with letters to be answered

How is Trade with You?



Dutchland Aaggie Tidy Prince 2nd., by Dutchland Aaggie Tidy Prince, the Champion Holstein bull at the National Dairy Show. He is a bull of wonderful dairy type and temperament. He heads the herd of J B. Irwin, Minneapolis, Minn.



Aaggie Sylvia, the grand champion Holstein female at the National Dairy Show. She is a Canadian cow, shown by McGhee Bros., of Beechville, Ontario. It is the first time that a Holstein grand championship at this famous show has come to Canada.



Howies King of Hearts was easily the grand champion Ayrshire bull at the National Dairy Show. He had scale and beautiful lines. He was owned and shown by Seitz & Sons, Waukesha, Wis.



Ferns Wexford Noble, the grand champion Jersey bull at the National Dairy Show. He is owned by Twin Oaks Farm, Morristown, N. J. With his straight lines, his lean thighs, his sharp, wedge shoulder, his dairy temperament, he is considered the acme of perfection in the Jersey cattle world.

THIS question was asked of one dealer by another when they met in Winnipeg recently and the reply "The best that I know how to make it," indicated a spirit that will "never say die" and will never need to say it.

At a time when business was "just one thing after another" this man worked, planned and contrived until he had reduced his costs, increased his sales and widened his trade connection to the point where he was making a little money. Not much, it was true, but some, and in addition he was on a sound basis.

How did he do it? Just as dozens of other good dealers have done it. First, by carefully compiling a list of farmer prospects who were able to pay for their needs and those improvements that would prove immediately profitable. Second, by pushing advertised goods that these farmers knew in store displays and local advertising. Third, by going out after customers that did not come into the store and selling the larger articles, directing trade to the store for the smaller ones.

Asked if he thought that goods advertised in the Nor'-West Farmer sold more readily than others he replied: "I am afraid that I am a little prejudiced in favor of your paper. You see, our folks have lived out here since back in the eighties and we've always taken The Nor'-West Farmer and it would be natural to say 'yes.' But looking at it from my own experience I would say 'yes' again. A lot of good farmers out our way take it and there is no doubt about it, other things being equal, that it pays to give first choice to goods advertised in it."

Business with him is "the best that I can make it" and the advertisements in each issue of the Nor'-West Farmer are helping him to improve it.

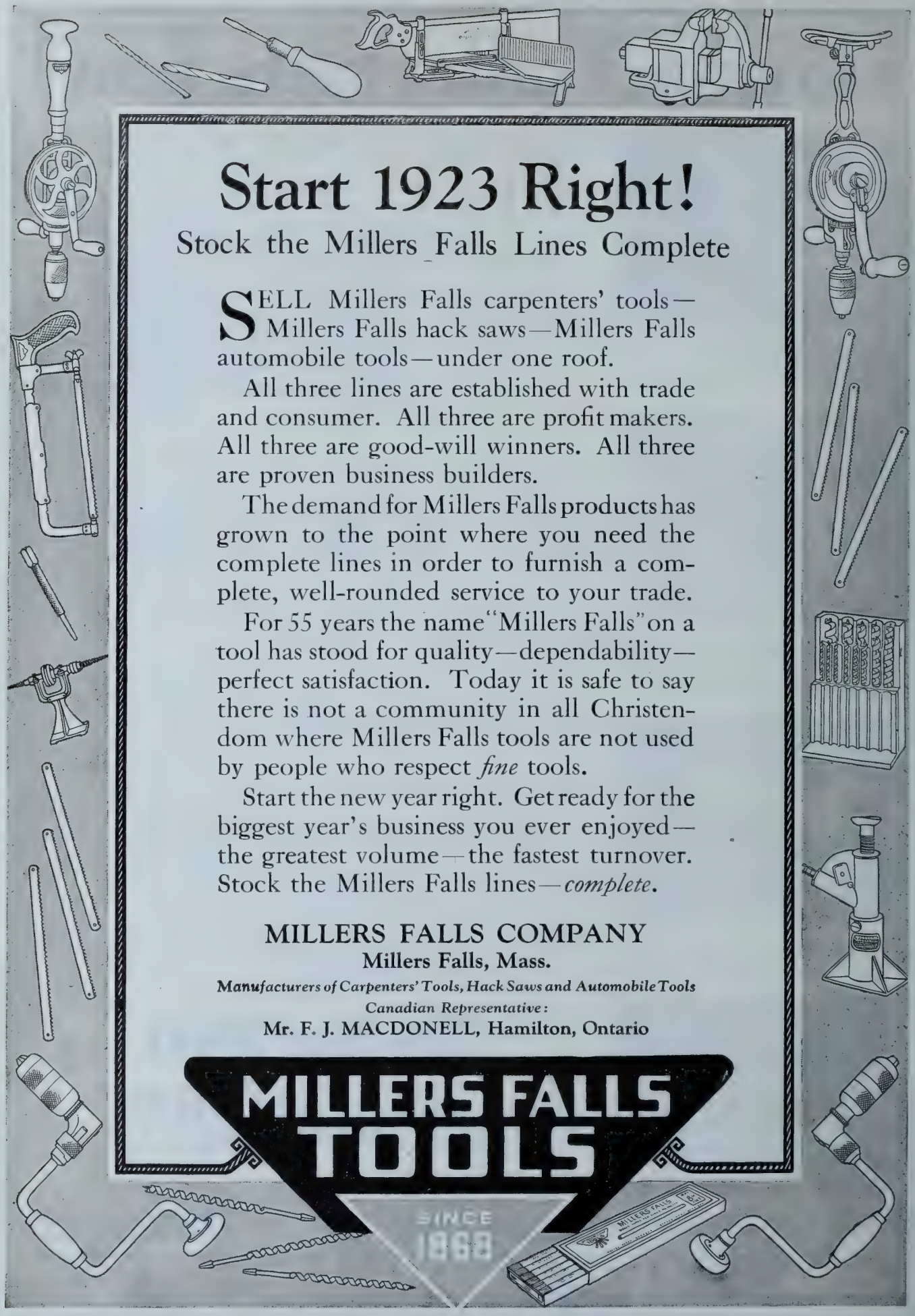
The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

WINNIPEG

Dairymen and live-stock men are good farmers. They read The Nor'-West Farmer, the leading dairy and live-stock journal of the West, carrying more live-stock advertising than all its competitors combined —see the Christmas Issue. These good farmers are the dealer's best prospects.

If interested, tear out this page and place with letters to be answered



Start 1923 Right!

Stock the Millers Falls Lines Complete

SELL Millers Falls carpenters' tools—Millers Falls hack saws—Millers Falls automobile tools—under one roof.

All three lines are established with trade and consumer. All three are profit makers. All three are good-will winners. All three are proven business builders.

The demand for Millers Falls products has grown to the point where you need the complete lines in order to furnish a complete, well-rounded service to your trade.

For 55 years the name "Millers Falls" on a tool has stood for quality—dependability—perfect satisfaction. Today it is safe to say there is not a community in all Christendom where Millers Falls tools are not used by people who respect *fine* tools.

Start the new year right. Get ready for the biggest year's business you ever enjoyed—the greatest volume—the fastest turnover. Stock the Millers Falls lines—*complete*.

MILLERS FALLS COMPANY
Millers Falls, Mass.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools
Canadian Representative:
Mr. F. J. MACDONELL, Hamilton, Ontario

MILLERS FALLS TOOLS
SINCE 1868

If interested, tear out this page and place with letters to be answered



A Merry Christmas

and

A Happy New Year

Our best wishes for a Christmas of happiness to all, and a New Year filled to overflowing with the things that help most to gladden the hearts of Canada's Hardware Trade.

Geo. Wostenholm & Son

SHEFFIELD - ENGLAND

A. MACFARLANE & CO.

LIMITED

MONTREAL - QUEBEC

Canadian Representatives:

The Main Questions

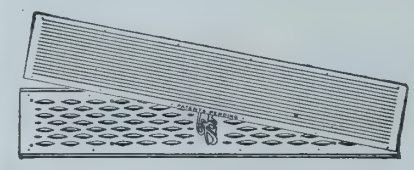
1. Will They Sell Readily?
2. What's in it for the Retailer?

"GUTTA PERCHA"
AUTOMOTIVE EQUIPMENT

1. Has proven that it sells well by doing it all over the Dominion.
2. There is a fair, just and worth-while profit in it for merchants.



Running Board Mat.



Running Board Mat.



Rubber-Headed Mallets.



Sealtite Patches.

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORIES, TORONTO

Branches in All Leading Cities of Canada

TRADE MARK GP BRAND

If interested, tear out this page and place with letters to be answered

Laidlaw Products

LBT

Success
and
Happiness

LAIDLAW BALE TIE COMPANY LIMITED, extend to all dealers and users of Laidlaw products the usual whole-hearted Christmas Wish—

Merry Christmas
and
Happy New Year

and success and happiness withal.

THE
LAIDLAW BALE TIE COMPANY
LIMITED
HAMILTON - CANADA





Prosperity in 1923

Bowser Equipments, the accurate measuring pumps that retain for you every last bit of your legitimate profits will add much to the prosperity of their owners in 1923.

To all those whom we have served in the past and, in no less measure, those whom we will be permitted to serve in the future we wish

A MERRY CHRISTMAS



A HAPPY NEW YEAR

S. F. Bowser Co., Ltd.
1668 Fraser Ave.
Toronto, Canada

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

If interested tear out this page and place with letters to be answered.



A Merry Christmas
to You All

To our good friends in the hardware trade, from Halifax to Vancouver, we extend warmest greetings.

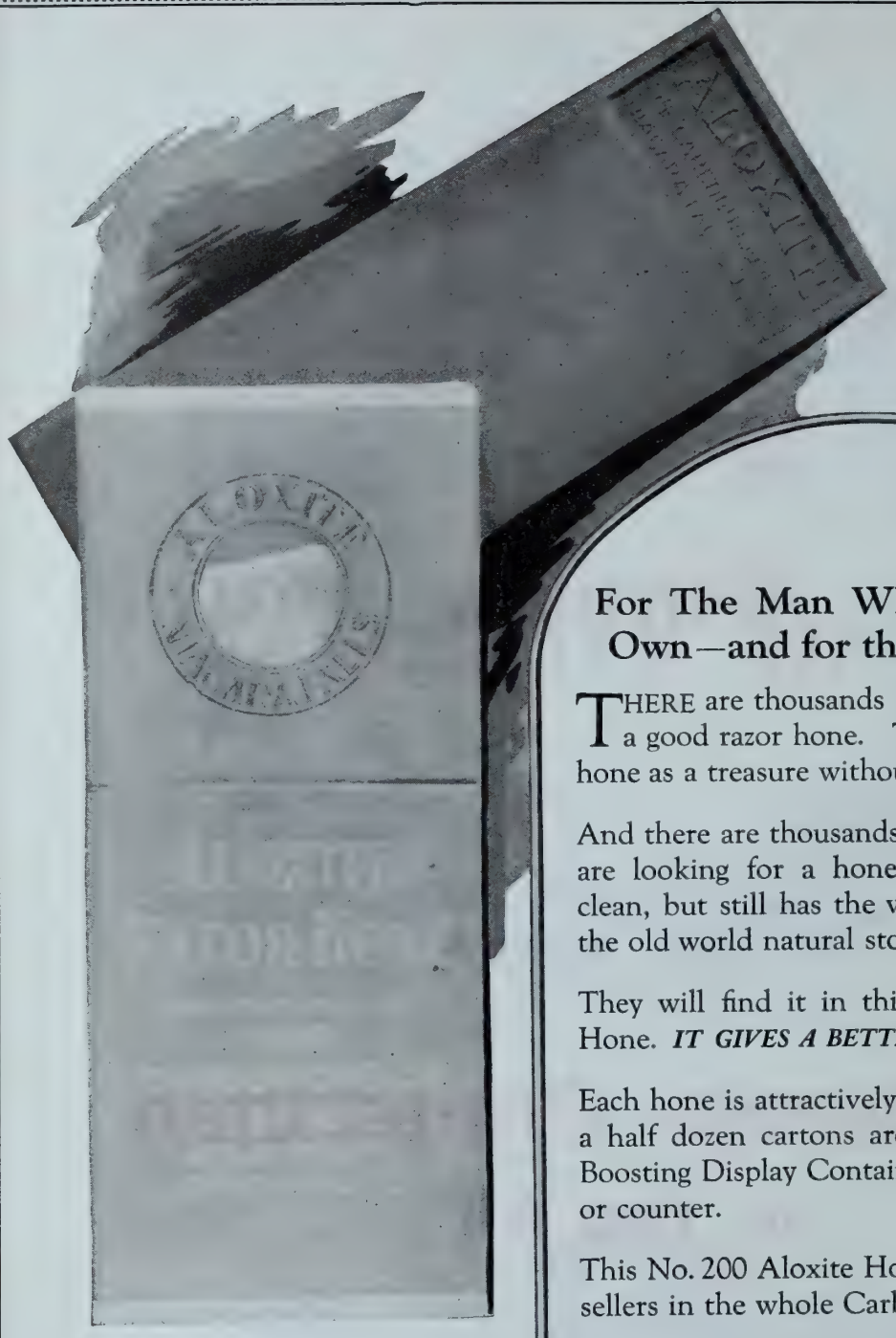
We thank you for your patronage during 1922 and we wish you good health, good luck and good business for 1923.

Butterfield & Co., Div.

Union Twist Drill Co.

Rock Island, Quebec, Canada

If interested tear out this page and place with letters to be answered.



The Improved ALOXITE Razor Hone

For The Man Who Hones His Own—and for the Barber Too

THERE are thousands of men who cherish a good razor hone. They regard a good hone as a treasure without price.

And there are thousands of barbers too, who are looking for a hone that cuts fast and clean, but still has the velvet-like texture of the old world natural stone.

They will find it in this Improved Aloxite Hone. ***IT GIVES A BETTER EDGE—QUICKER.***

Each hone is attractively boxed in a carton—a half dozen cartons are put up in a Sales Boosting Display Container for your window or counter.

This No. 200 Aloxite Hone is one of the best sellers in the whole Carborundum line.

When you write for prices and discounts on the hone ask us about Carborundum Razor Strops. You should be carrying them also in your cutlery department stock.



The Carborundum Company
Niagara Falls, N. Y., U. S. A.
New York, Boston, Chicago, Cleveland, Detroit, Cincinnati, Philadelphia, Pittsburgh, Grand Rapids, Milwaukee

If interested, tear out this page and place with letters to be answered

REGISTERED DURO TRADE MARK

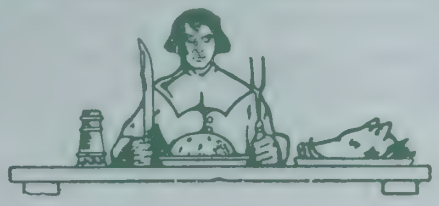
A Merry Christmas

REGISTERED DURO TRADE MARK

and a Prosperous New Year

Is our sincere wish to our many friends.

We trust that the coming year will be a prosperous one for all and we shall endeavour to merit a continuance of the hearty support and co-operation which you have afforded us in the past.



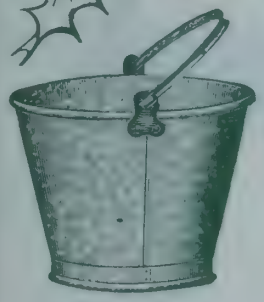
DURO ALUMINUM, LIMITED

W. D. Shambrook, - President

HAMILTON ONTARIO

All Good Wishes

Wrico "WELLWORTH"





TO THE Hardware Trade of Canada whose interests it is our privilege to serve we extend all good wishes for a Joyous Christmas.

IN THE New Year we shall endeavor to surpass previous efforts, previous service—we shall aim to deserve your continued support.



E. T. WRIGHT COMPANY, LTD.

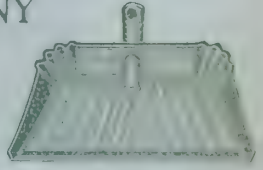
AND

WENTWORTH MANUFACTURING COMPANY

Hamilton



Canada



MADE IN CANADA
Kit No. 81





MADE IN CANADA
Kit No. 82



WILLIAMS'

SUPERIOR AUTO TOOL KITS

Why sell only one tool when you can easily dispose of several? If your customers appreciated the economy and efficiency in using properly selected sets, there would be less wasteful buying of single tools.

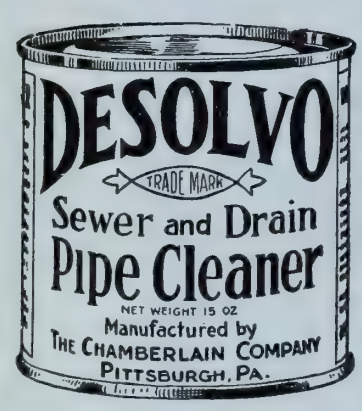
Williams' Superior Tool Kits and Wrench Sets offer comprehensive assortment—something for every requirement without useless duplication—nothing is included that does not fill a real need.

Literature on request

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Road - St. Catharines, Ontario



It Cleans Drains Clean Desolvo

Just mix Desolvo with cold water and let it filter down the pipe. It generates a heat that quickly removes any stoppage, whether of clogged sewage or of ice.

Its use saves the annoyance and expense of torn up floors and lawns.

Every household needs Desolvo.

Order from your jobber

The Chamberlain Desolvo Co., Ltd.
35 Richmond St. E., Toronto

Eastern Canada Representatives: **Richardson & Bureau**, 55 St. Francis Xavier St., Montreal.

Ontario Representative: **L. F. Mayne**, 875 Trafalgar St., London, Ont.

Western Canada Representatives: **N. D. McPhail & Co.**, 528 Standard Bank Bldg., Vancouver, B. C.
408 Donalda Block, Winnipeg.

Something Different in Wagons

"A Money Maker"
"A Time Saver"



SELLING POINTS IN THE *Trans-Canada*

No cotter pins to tear the boy's clothes, outside of wheel is flush.
One-piece malleable unbreakable wheel.
Box all solid oak.
Sprayed with varnish, trimmed with red and black.
No repair parts needed, thus saving time and annoyance.
The wheel comes set up. The Trans-Canada is equipped with a patented self-contained roller bearing hub and all metal unbreakable wheels. All you have to do is to place one bolt for each wheel.
This new wagon has made a big hit with the boys. It is strong, well finished and is practically unbreakable. If your jobber cannot supply you, write us direct for prices.

THE WALTER BENTLEY CO., LTD.
NIAGARA FALLS, ONTARIO

If interested tear out this page and place with letters to be answered.

Iver Johnson Satisfaction
MEANS EVERYTHING

Start the New Year Right by stocking Iver Johnson Firearms more than ever, and Profit by the Increased Sales on

Revolvers and Shot Guns

This Popular Brand Will Bring you.

To better serve you, we have established a Canadian Branch with

Adcock & Company, Limited
Coristine Building
Montreal

Our 1923 Prices are now out—Write for them.

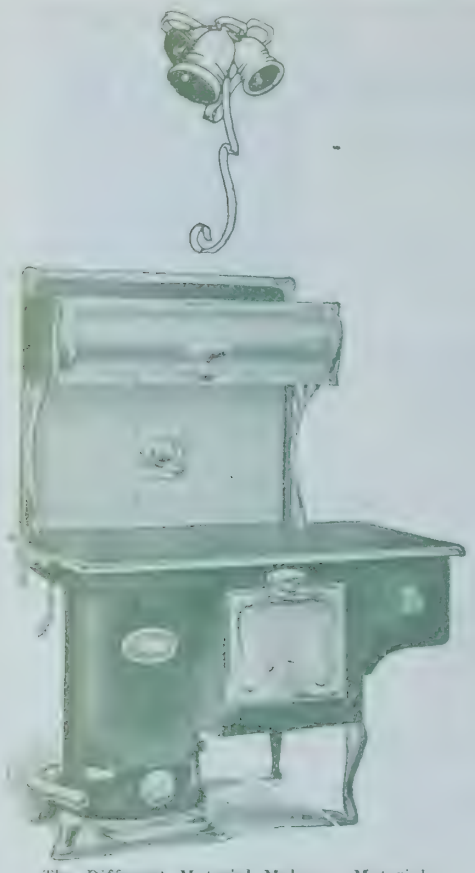
Iver Johnson's Arms & Cycle Works
Fitchburg, Mass.



May Your Christmas be a Happy One

WE wish our friends and patrons all the Happiness that this Christmas season affords and we sincerely hope that in the New Year the best in health, luck and prosperity be theirs in abundance.

S. H. Whyte Manufacturing Co.,
Limited
Winnipeg - - - Manitoba



The Different Material Makes a Material Difference.

Christmas Gifts

You can't put a "Thatsit" Range in a Christmas stocking — we'll grant that — but, nevertheless, it makes a splendid Christmas gift.

The "Maple Leaf" model, shown here, will be a welcome gift to many a housewife who is a customer of yours and, unlike most Christmas presents, its desirability and usefulness will be as great a year — five years — from now as on the day of its installation.

Suggest to your customers the desirability of a "Thatsit" Range as a Christmas gift.

We take this opportunity of wishing all our friends in the trade a Merry Christmas and a Happy New Year.

Manufactured Exclusively by

Beach Foundry Limited

Head Office: Ottawa, Canada

Branches in Winnipeg and Vancouver



The DISTRIBUTORS

—OF THE—

"PARKINSON-MONITOR"

British Made Lines of SPIRIT, PARAFFIN and COAL OIL LAMPS, STOVES, TORCHES and FURNACES, Wish to Extend to You—

A Merry Xmas and a Happy New Year

THE STANDARD METER Co., Toronto

Limited Canada



Once again we have pleasure in extending our Christmas Greetings and Best Wishes for 1923 to all users of

ALUMINIUM

The British Aluminium Company, Limited

592 King Street West

TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, Montreal.

If interested, tear out this page and place with letters to be answered

Good Displays of

WOOLTEX

SWEAT PAD

Make Good Sales.

"WOOLTEX"

Is the Most Perfect Combination of Sanitary Woolfelt

Feel it! Pinch it! Squeeze it!
Examination proves it!

These excellent Sweat Pads are a joy to sell because they always make good. They satisfy your customers. Absorbent, sanitary and durable, they do the work to perfection; no more sore shoulders and loss of time and money because of horses on the "excused list."

Ask Your Jobber or Write Us

Samuel Trees & Co.

Limited
42 Wellington Street East
Toronto, Canada

Trees, Spriggs Co., Limited
Winnipeg

Behind the Name —This!

Fifty years and more of progressive experience in file making.

File users know that the name of one of these brands signifies the standard in files.

Doesn't that mean something to you as a dealer? It means easy sales, quick turnover, reduced investment because stocks move fast.

Carry one of these brands, and you need never be loaded with sluggish file stocks:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Standard for over Fifty Years

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

If interested, tear out this page and place with letters to be answered



A Handy new Starrett hand vise

This new Starrett Hand Vise No. 200 is a tool that can be sold to any mechanic. Its convenience in holding pieces of work make it just as useful in the garage and the home as it is in the machine shop. Provides a firm clamp for any kind of work up to one inch. The stationary jaw has three V-grooves to hold wire and other cylindrical shapes. All steel parts are case hardened—hardwood handle, stained and polished. A very useful, inexpensive tool.

Write for Catalog No. 22M.A. and the Supplement describing the new Starrett Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

Athol, Mass.



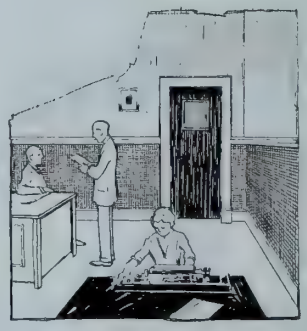
Notice the angular adjustable handle which can be clamped at different positions with relation to the jaws.

STARRETT
HAND VISE
No. 200

4531

Sell Starrett Tools

Who Sells Your Customers This Profitable Product?



DOMINION Decorative Wall Burlap

As Used in Modern Office.

A great deal of Burlap is used for covering the walls of offices, stores, halls, dining and living rooms, kitchens. In fact it is practicable for most types of rooms, and when well applied with strong paste makes a fine, permanent job.

Sell Your Customers Dominion Decorative Wall Burlaps

and they will be highly pleased with the results. The long, strong fibres make this "the best" you can procure. Requires but small investment on your part, and yields a good profit.

Write us for price list.

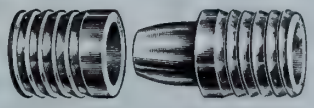
Dominion Oilcloth & Linoleum Co. LIMITED MONTREAL

SPRING SHACKLE BOLTS



The No. 110 Bolt is designed for use with either oil or grease as the lubricant; the head is tapped for ⅛ in. pipe thread or can be fitted with an oil cup, a grease cup or the fittings of any high pressure lubricating system. Made in all sizes from the best low carbon steel, carefully heat treated and accurately ground to size.

DOWEL PINS



For patterns. Made from brass in six sizes. The ratchet thread allows them to be readily screwed or driven into position.

Write for catalog and prices covering our complete line of oil cups, grease cups, etc.

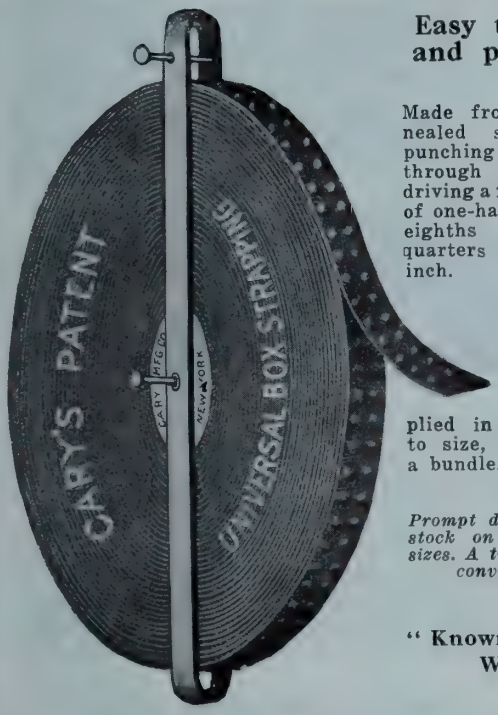
The No. 112 Bolt is designed for grease lubrication; it is fitted with a plain cap having a simple, but effective locking device which prevents the cap from jarring loose; by turning down the cap grease is forced in as with an ordinary grease cup. Made in all sizes from the best low carbon steel, carefully heat treated and accurately ground to size.



No. 110 **CANADIAN WINKLEY COMPANY, LTD. - WINDSOR, ONTARIO** No. 112

CARY

"Universal" Box Strapping



Easy to stock and profitable

Made from soft annealed steel; no punching of holes through strap before driving a nail. Widths of one-half inch, five-eighths inch, three-quarters inch and one inch.

Put up in reels of 300 feet each; packed 20 reels to case. Also supplied in lengths cut to size, 100 pairs in a bundle.

Prompt delivery. Large stock on hand of all sizes. A trial order will convince you.

"Known the World Over."

CARY MFG. CO.,

Manhattan Bridge Plaza, Brooklyn, New York

A Padlock You Would Choose for Yourself



If you were selecting a padlock for yourself, you would be careful to choose one strongly constructed — that will stand up under hardest usage.

That's the kind of padlocks we make. "Victory" and "Canada" padlocks stand the test of use.

Stocked by All Jobbers

C. O. CLARK & BRO.

Montreal, Que.

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

Take This Extra Profit



Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

COLLETTE MFG. COMPANY **COLLINGWOOD, ONT.**

If interested, tear out this page and place with letters to be answered

"Lively and Lasting"

RELIABLE

TRADE MARK

RELIABLE CANADIAN PRODUCTS

FLASHLIGHTS & BATTERIES

The Cleveland Stone Co.
Announces

That its well known line of "Cleveland" Grindstones has been augmented by a complete line of artificial abrasives and the policies that have for years been maintained on "Cleveland" Grindstones will be maintained in selling our line of artificial abrasives.

In this connection we have issued a booklet entitled "77 Years of Grinding" which describes our artificial abrasives. A copy will be sent free to all who ask.

The Cleveland Stone Co.
814 Union Bldg. Cleveland, Ohio

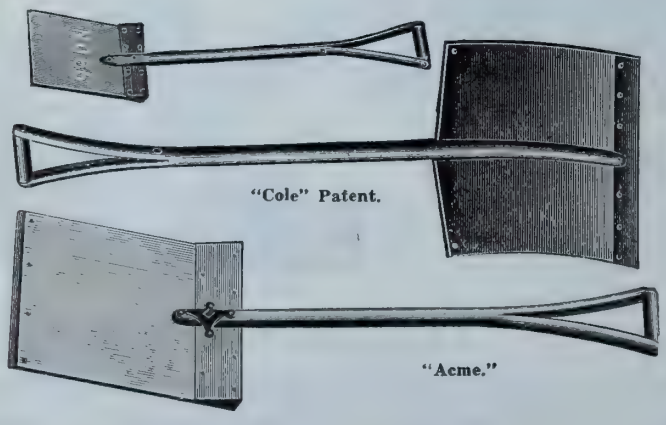


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Help your customers to keep down the coal bills—urge them to use weatherstrip around the windows and doors. It's the best investment they can make. "Frost King" is a weatherstrip that is well-known now — and it is known as efficient and reliable. Placed around windows and doors it will keep out the cold drafts and conserve the warmth in house. Made of felt — it is quick-selling, efficient and durable.

Order from your jobber

Frost King Weatherstrip Co.
Montreal, Que.



Superior Snow Shovels

Our "Cole" Patent shovel has a broad curved basswood blade, with sides reinforced with iron plate, steel tips, and wood or iron D grips. For shovelling off sidewalks and light snow they give particularly good satisfaction.

Our "Acme" shovel has lightness and strength so combined as to make it most serviceable for all uses. Basswood blade, steel tips, wood D handle and varnished. It cannot be beaten for stable use, shovelling snow, etc.

No. 66 is our kiddies' shovel.

Rugg Ball Mfg. Co. Ltd.,
Ayer's Cliff, Que.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

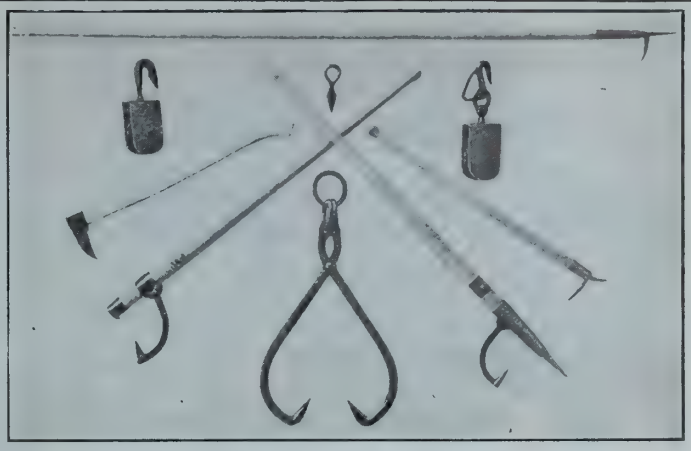
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES:
Messrs. Bacon & Co., Ltd., 131 St. Paul St. West, Montreal.





"ST. LAWRENCE" Wooden Rim Enamelled Steel Bath.

"The Quality Steel Bath"

We have pleasure in presenting to the trade our "ST. LAWRENCE" Wooden Rim Enamelled Steel Bath, made of strong Galvanized Sheet. Best procurable Birch Rim. Full Height Cast Iron Legs. Nickel Plated Waste and Overflow with Chain and Plug.

The Leader in Quality & Finish

Large stock on hand. Shipment made promptly. Write us for further information and prices.

ADOLPHE HUOT, LTD.

63 Dalhousie St. Quebec, P.Q.

They Always Call Again

The merchant may be sure when he sells an article bearing this mark:

TORONTO Gendron CANADA

that his customers will call again.

In every Gendron product there is:
Conscientious Manufacture and Fair Price, and for the dealer a splendid margin of profit.

Make Canada Prosperous by Buying Canadian Products

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Duchess Street - Toronto.



The Apex

ELECTRIC SUCTION CLEANER

Boost Apex Cleaners as Christmas gifts.

Shown in your windows or on your counters trimmed with holly and attractively tagged many profitable Apex sales can be made.

McDONALD & WILLSON Limited

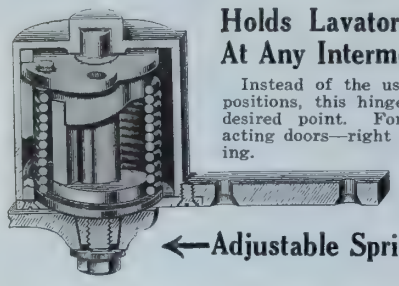
347 Yonge St.

Tested and Approved by the Department of Household Engineering Good Housekeeping Institute Conducted by 2000 Good Housekeeping Magazine

Toronto, Ont

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"UNIVERSAL"
PIVOT SPRING HINGE



Holds Lavatory Door Open At Any Intermediate Position

Instead of the usual three 90-degree positions, this hinge holds door at any desired point. For single or double acting doors—right or left hand mounting.

←Adjustable Spring Tension

An easy spring action that moves door slowly. Spring mechanism guaranteed to give durable service. No sagging or getting out of line. Furnished with hinge and pivot supports. This is a real hinge and you can make money on it. Write.

Canadian representatives for Quebec, Ontario and maritime provinces.

Smith-Stewart Co.
LONDON LOAN BLDG., - LONDON, ONT.

LAWSON
Manufacturing Company
230 West Superior St. - Chicago, Ill.

WHY
Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last twenty years.

And compare favorably in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜x½
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mill Co.
LIMITED
LONDON, CANADA

Order NOW or drop us a line for full particulars and prices

Sales Agents, Western Canada: **Bissett & Webb, Ltd.,** Winnipeg.

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.



M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A
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PRODUCT

Built for Home and Farm Service.

Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

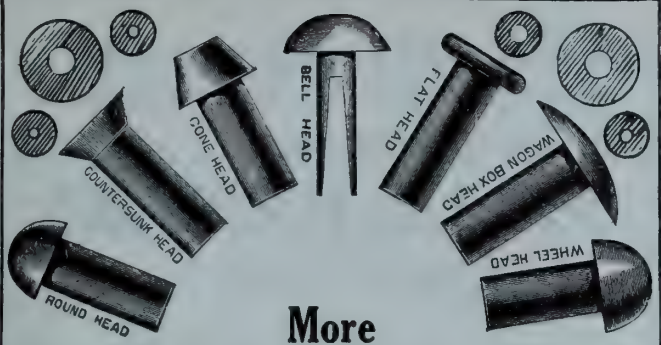
Maxwells Limited
St. Marys, Ontario

Representatives:

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Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

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More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



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Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



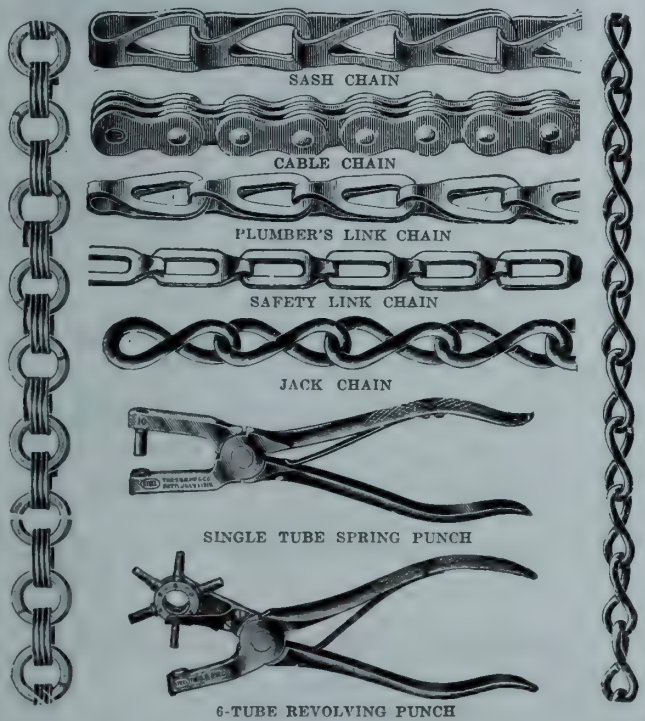
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

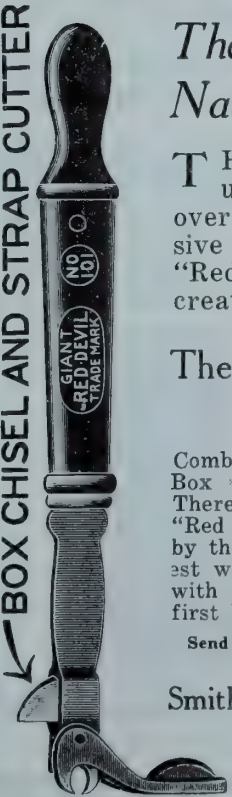
Wrought Washer Mfg. Co.
Milwaukee, Wis.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain" Bridgeport, Conn.

TRADE MARK Red Devil Tools



The Tool That Puts Nail Puller Sales Across

THE many distinctive features that are crowded into over a half a century's intensive development work on "Red Devil" Nail Pullers, have created a big demand for them.

The Powerful One - Blow Nail Puller

Combines a Nail Puller, Box Opener, Box Chisel and Box Strap Cutter. There is no fumbling with the giant "Red Devil." Its sharp jaws, driven by the lusty rammer, bite into hardest woods and engage the nail head with a bull dog grip at the very first blow.

Send today for "Red Devil" Nail Puller. booklet and trade prices.

Smith & Hemenway Co., Inc.
89 Coit Street, IRVINGTON, N.J.

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Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



TRADE MARK

NON-STAIN Super Nickel

CUTLERY Spoons and Forks

GOLD MEDALS.

GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1.
Address correspondence to TRINITY WORKS, SHEFFIELD

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber.

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
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No losses through discards when you sell the products of

J. H. Still Mfg. Company

ST. THOMAS - ONTARIO

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Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

PNEUMATIC

WATER SUPPLY

SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep. The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.

Write us for Water System

Catalogue and prices.

Now is the time to interest your customers.



THE STEEL TROUGH & MACHINE CO,. LTD.
TWEED, ONT., CANADA



"TRIMO"

Following Four Tools Have The Quality Mark

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The right material is in them. The best possible design is in them. Every TRIMO operating convenience is in them — and every feature of economy. TRIMO users are wise buyers—they buy for long service.

THE CORRECT TOOLS FOR SHOP, HOME and FARM

Buy of your dealer or write

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.
MANUFACTURERS

Canadian Representative: **GEO. P. FRASER**
28 Temple Ave., Toronto

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How About This?

"A Modern Sewage Disposal System for a Rural Public School"

The attendance at the Mount Dennis public school is 400 persons. A sewage disposal system—sewage pump capacity 300 gallons per minute—has recently been installed. You will want to read the article dealing with the installation—don't forget: it will be in the December 15 issue of SANITARY ENGINEER.

"Big Changes Suggested in Taxation Measures"

In conference behind closed doors, new taxation directly affecting plumbers, tinsmiths, etc., has been prepared. A special report from SANITARY ENGINEER has followed up these conferences closely and some valuable inside information on the probable trend of such changes will be given in the December 15 issue.

"Further Sidelights on Plumbing Installments"

If you haven't been following Major Anthes' witty articles on plumbing and the plumber—"the guy that makes water run upstairs"—you want to start right in with this one. The stories are funny and the illustrations are screams, but every one of them is pointed with an idea for increased business for the plumber. This particular article is on how to sell high class plumbing fixtures. Read how this plumber got a line on prospective business by following the lumber wagons. Yes! It's in the mid-December number, too.

"Problems of the Inventory this Year"

If you just naturally hate the thoughts of inventory taking, you'll find relief from your problems in this article. It's written specially for SANITARY ENGINEER by S. W. Hafner, head of an accounting firm showing the particular troubles to be met and overcome this year.

And Most Important of All—"Markets"

Do you follow the market price fluctuations of your staple supplies? Do you take advantage of a favorable market to buy in? Do you know what the saving is between haphazard buying and buying at the right time?

SANITARY ENGINEER Price Quotation Section will inform you twice monthly of market conditions and will place before you quotations on all your supplies.

Read the headlines over again. Do they interest you? Do they make you want to read the articles and find out what they are pointing to? Act on that impulse! Treat yourself to an early Christmas present by subscribing to receive SANITARY ENGINEER regularly—every two weeks for all next year. It will be a pleasure—and it's a sound business investment for BETTER BUSINESS IN 1923.

Send the Coupon While You are Thinking of It—NOW!

SANITARY ENGINEER
143 University Avenue, Toronto .....1922.

Please send me Sanitary Engineer. It is understood if I subscribe now I will get the December copies as well as all of 1923 for the regular yearly subscription price.

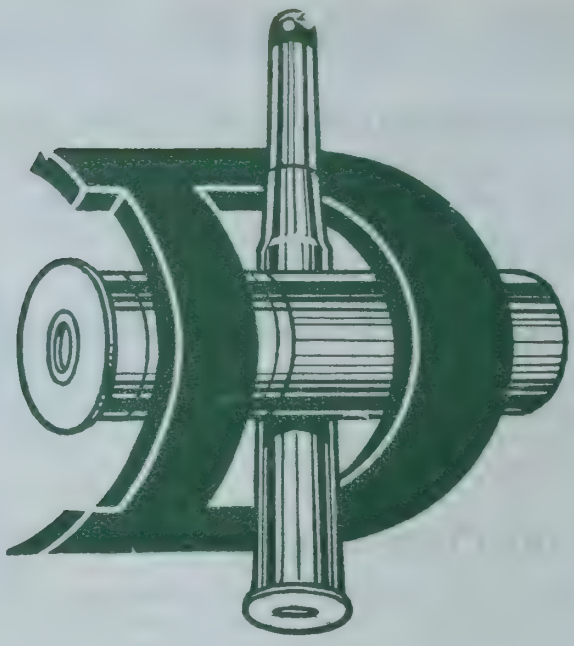
I am enclosing *$2.00 to pay for my subscription till December, 1923.*
Bill me for

Name .....

Address .....

Occupation .....

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PROSPERITY

for

1923

Here's wishing you health and luck and prosperity in abundance for the coming year.

By "You" we mean every single individual who is connected with the hardware trade.

That you may have a Christmas replete with happiness and the good things of the earth is our further earnest wish.

Our policy for 1923, as already announced, will materially assist you to increase your prosperity, and it is our aim to be worthy of the faith and trade of the Canadian Hardware Men.

Dominion Cartridge Co., Limited

Owned and Operated by

CANADIAN EXPLOSIVES LIMITED

Head Office: Montreal

Branches:

HALIFAX TORONTO SUDBURY WINNIPEG EDMONTON VANCOUVER

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Yuletide Greetings
We wish you a good, cheery, old-fashioned Christmas—"the kind that your grandfather knew"—and a New Year filled with success and good fortune.
The Dominion Linseed Oil Co., Limited
BADEN, TORONTO, MONTREAL, WINNIPEG.





Meakins

wish Friends and Customers

A Merry Christmas

Seventy years ago the founders of this firm wished their friends and customers a Merry Christmas.

To-day that old time greeting is as fresh and as warm as then. ¶ And it ever will be while there lives in the hearts of our people a single spark of kindly human sentiment.

And we wish you a happy, prosperous New Year.

Meakins & Sons, Limited

Hamilton - Ontario

WINNIPEG, LONDON, TORONTO, VANCOUVER, CALGARY, MONTREAL
LIVERPOOL, ENG.

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET SCREW DRIVERS

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Canadian Sales Office: Adcock & Co., Ltd., Montreal, Que.

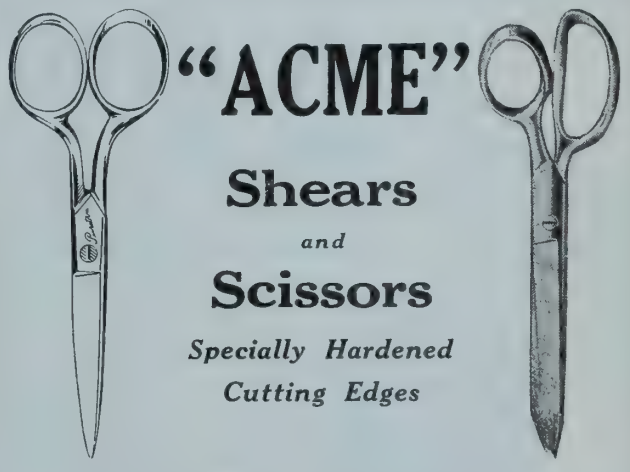
TO KEEP DOWN OVERHEAD

You wouldn't take the time to write a letter to a man in the next room. Why not call down your speaking tube—the Long Distance telephone—and order or re-order what you want? The jobbers' and manufacturers' warehouses are at your elbow.

Buy extra help where you can buy it cheapest. You **"Use the Bell to Sell" Use it to buy.**

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE



"ACME"

Shears

and

Scissors

Specially Hardened Cutting Edges

The specially hardened, sharp cutting edges of Acme Shears and Scissors, coupled with their low price for the quality, accounts, partly, for their selling so well that we have to produce 35,000 pairs daily to satisfy the demand. Prompt service.

Write our nearest agent for information.

The Acme Shear Co.

Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000.

Canadian Agent
Mr. A. J. McCrae, 23 Scott Street, Toronto.

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SPECIAL NOTICE TO THE HARDWARE TRADE
HARRIS HEAVY PRESSURE

Buy the 2-lb. Cake put up in separate cartons. —Just the size and form so often wanted



Handy Convenient and Indispensable for Retail Service Copper-coated

BEST BABBITT METAL for all Machinery—Can be secured from ALL JOBBERS

THE CANADA METAL COMPANY, LIMITED

Montreal Winnipeg
Vancouver Hamilton

TORONTO

A Profitable Line

Reeds' Plastic, Semi-Plastic & Liquid Roofing Cements



Are in demand all the year round—there is no special season for them. Realizing this, hundreds of hardware dealers with an eye to business are carrying this much needed and profitable line—ARE YOU? If not, order your requirements now. Conveniently put up in 5 and 10 lb. tins and in 100 lb. kegs, half barrels and barrels. Immediate delivery.

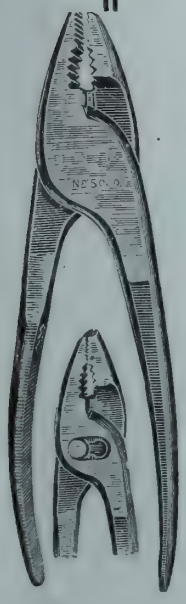
Reed's Roofing Cements are the result of over 70 years' **practical** roofing experience.

Western Ontario Selling Agents:

Frank H. Butcher, 13 Cathcart St., London, Ont.

Geo. W. Reed & Co., Limited, Montreal

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Utica Pliers

"The Standard of the World"

The Most Complete Line of Nippers and Pliers Made



Utica Quality is not confined to any one essential of plier manufacture; knowledge, material and workmanship of the highest class combine in the production of these sturdy tools.

Thus after the most careful supervision and inspection we give each tool a grueling test — we try to break it — and those we can't break are the tools you buy.

Order from your jobber

Utica Drop Forge & Tool Co.

UTICA - - N.Y.

Resident Sales Representatives:
Smith-Stewart Company, London Loan Bldg., London, Ont.

PUMPS

For All Purposes

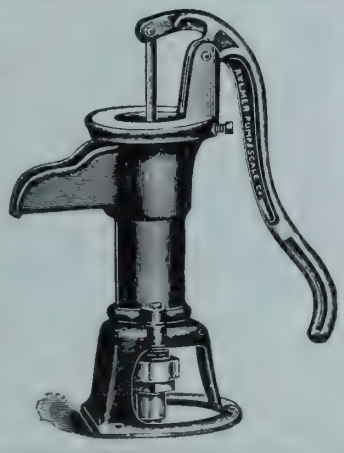
Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery

AYLMER PUMP & SCALE CO.
AYLMER, ONTARIO



WILKINSON—KOMPASS

OF HAMILTON LIMITED

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

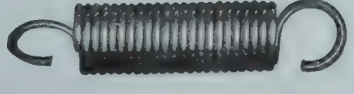
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS





We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

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Christmas Greetings





Write for Our Special Prices

Largest manufacturers in Canada of harness, horse collars, horse blankets, dog collars, shoulder dog collars, dog blankets and leads. Sample orders solicited.

Adams Bros. Harness Manufacturing Company Limited

781 King Street West, Toronto

Branches: WINNIPEG SASKATOON EDMONTON CALGARY

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Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. DECEMBER 16, 1922 No. 50

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HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

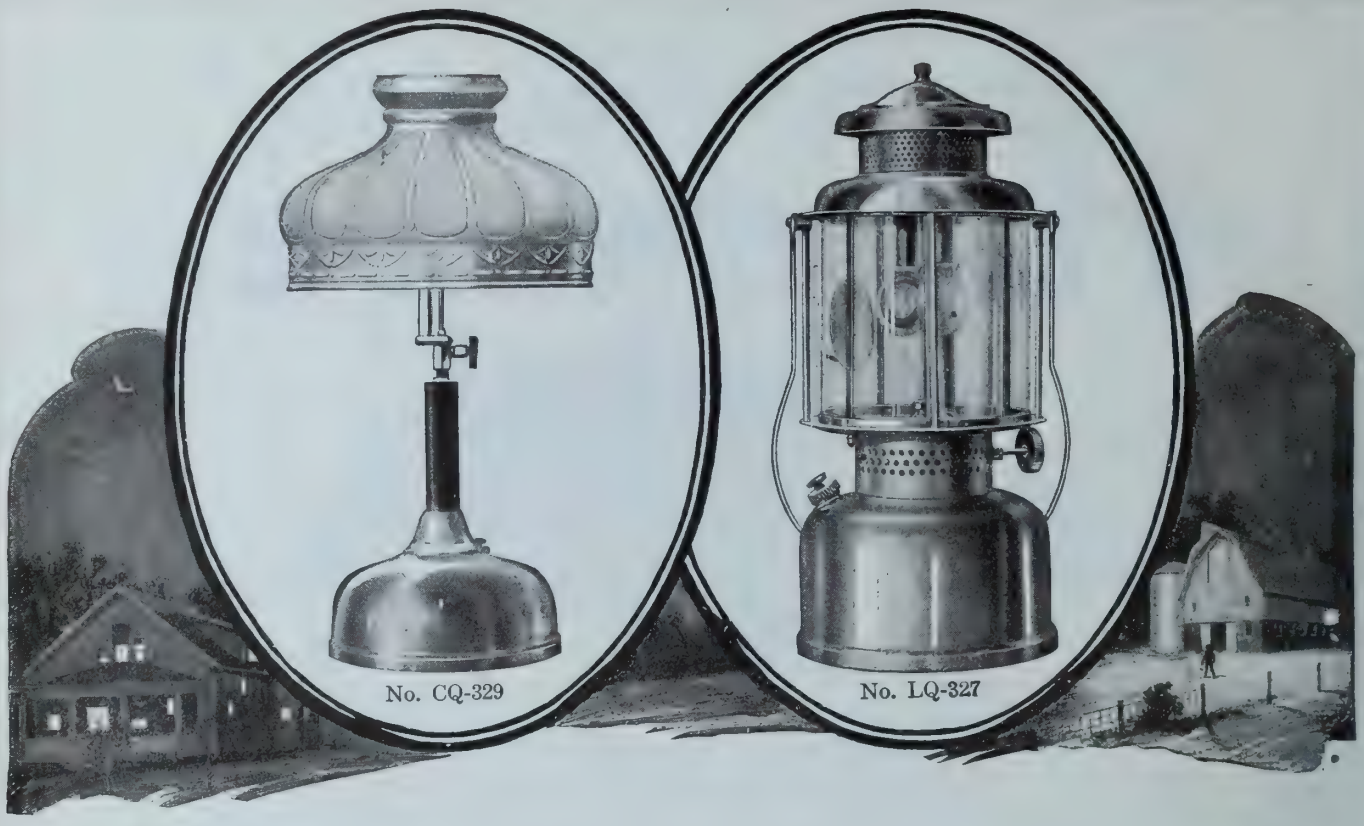
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Receipt Tax Likely to be Deferred

Finance Department Experts Who Have Been Studying English Law Will Not be Back Until Few Days Before Beginning of New Year When New Receipt Tax is Scheduled to be Effective—Gives Trade Opportunity to Launch Big Protest

By Ottawa representative Hardware and Metal

WHEN THE federal government announced its intention several months ago of providing a new source of revenue by the introduction of a tax on receipts, there immediately went up a howl of protest from retail merchants throughout the country and the statement was made by representative retailers that no stone would be left unturned in an effort to have the measure expunged from the statutes. Since then a great many stones, big and little, have been turned and it now begins to look as though the battle had not been fought in vain.

Developments of the last few days are sufficient justification for the foregoing assertion. In the first place, Premier King and his Cabinet associates have been literally swamped by a deluge of telegrams vigorously protesting against the imposition of the tax. These have come from every part of Canada and are worded in the strongest possible terms. They have come in response to circulars which were sent out some time ago calling on various business associations and thousands of individual business men to act in concert in placing on record their opposition to the measure. It is estimated that the number of messages reaching the premier might total nearly one hundred thousand. However, more conservative estimates place the number somewhat below that mark. It was expected that fully 30,000 telegrams would be received from Toronto alone.

Sample of Protests

As an indication of the trend of the thousands of messages which poured into the Prime Minister's office, we quote the following from the William Thompson Co. Ltd., of Belleville, Ont.:

> "If the Act regarding stamps on receipts is put into force it will have a demoralizing effect on credit business."

The secretary of the Annapolis Royal, N. B., branch of the Retail Merchants' Association wired:

> "We protest strongly against the enactment of the Act providing for a tax on receipts. It brings heavy responsibilities upon individuals that carry on without, and cannot afford office help.

Likely To Be Deferred

The general impression conveyed by the messages was that the business world of Canada was decidedly opposed to the measure, and was prepared to go the limit in preventing its enforcement.

The tax is slated to become effective on January 1st. But it is now intimated that the government is considering the advisability of deferring the bringing into operation of the measure for a month, or possibly longer. Some official announcement in this regard may be expected within a few days. The reason for this possible delay is that the officials of the Department of Finance who went overseas with the Minister, Hon. W. S. Fielding, and who are understood to have made investigations of the British regulations governing the receipt tax, are not likely to arrive in Canada until a few days before the beginning of the new year. As it is expected the Canadian regulations will be somewhat along the same lines as those in operation in England, the officials at Ottawa will likely require some little time to draft them.

The effect of this delay while, of course, being farthest from the minds of the officials, will be to give the trade an opportunity to launch a still more strenuous attack against the measure while the members are assembled in Ottawa in the early stages of the forthcoming session of Parliament.

Little Prospect of Total Suspension

What effect this flood of protests will have upon the government is problematic. It was stated that these telegrams were a sort of artillery preparation for personal representations which would be made to the Prime Minister in a week or so. The merchants and manufacturers are determined to get some action.

Parliament Alone Has Authority

There is little or no prospect that the operation of this receipt tax law will be entirely suspended—at least, if parliament decides that it should be—before May 1 next. Its operation cannot be suspended by an order-in-council, as it is an act of Parliament, which can only be negatived by another act, unless the former specifically provides for governmental suspension, and in the present case it does not.

The retailers propose to lay before the Prime Minister an alternative which, it is promised, would be "just as good." In government circles it is believed that this substitute is some form of a "turnover tax"—a tax on the day's or the month's business. On the other hand, government officials point out that the receipt tax has been in operation in Great Britain for some time, and has worked smoothly and profitably.

Do You Favor Amended Sales Tax?

Two Suggestions for Revision of Sales Tax Act in Forthcoming Budget—Amendment as Suggested Would Remove Many Irregularities in Present Administration of the Act, According to Its Sponsors—Send Your Opinion to the Editor

TWO SUGGESTIONS have been offered as solutions of the present situation in regard to federal taxation. The first one is that the tax be collected at the source only, namely, from manufacturers or against imports. The second suggestion is that the present Act be continued but be altered according to the amendment which is outlined herewith. Under the prevailing practice many manufacturers in absorbing part of the tax are violating the principle of the Act. In the face of a possible higher sales tax there are some definite indications that many manufacturers will cease this practice. Should this be done it will place some wholesalers in a very embarrassing position.

There seems to be some considerable confliction regarding the first proposal and should it be found impossible for retailers, wholesalers and manufacturers to get together on that suggestion would you favor the proposed amendment? We would be glad to have your reasons either for or against this proposal.

Government Favors Wholesalers Under Present Sales Tax

Interviews with several prominent manufacturers make it clear that there is a very strong feeling that the government in all fairness to the manufacturing industry of Canada must amend the present sales tax in order to end the very unsatisfactory conditions which prevail, and due to the following facts:

If the Act is lived up to by manufacturers and wholesalers, the retailer saves 2¼% by purchasing through the wholesaler, who holds government license, instead of buying direct from the manufacturer, and as the manufacturer has to allow the wholesaler 15 to 20% to act as distributor it means that if the retailer, in order to save this 2¼%, stops buying direct from the manufacturer and buys from the wholesaler, the profit of the manufacturer being reduced to that extent is obliged to advance his selling price 15 to 20% to protect himself. The result is that the government is placed in the position of arbitrarily forcing upward the cost of living by diverting the channel of trade direct from manufacturers to retailers through the wholesalers.

However, the manufacturers, while realizing the value of the wholesaler, also realized the danger of this situation and took prompt steps to temporarily correct the flaw that exists in the sales tax as at present applied, by absorbing 2¼% of the total 4½% tax that they are supposed to collect from the retailer, thus placing themselves on an equal basis with the wholesaler. But as this was equal to a 2¼% reduction in profit, it became necessary to immediately increase selling prices. This fact accounts in part for the rising prices on many products during the past year.

Pressure From Wholesalers

But with this part of their problem temporarily taken care of they were immediately faced with strong pressure from the wholesalers holding government licenses, who, if the Sales Tax Act is applied correctly, have to pay the manufacturer 2¼% tax and which he cannot pass on to the retailer.

In other words, on products that he is allowed 10% commission to sell, he in reality only makes 7¾%, as he has to pay the manufacturer 2¼% tax which he cannot recover. The manufacturers, in many cases, have come to the rescue of the wholesaler and are making a special allowance equal to the 2¼% sales tax thus defeating the intent and purpose of the Act, but saving the business world from endless confusion and, in many cases, bankruptcy and failures.

The manufacturers hope that the Honorable Mr. Jacques Bureau and his deputy, Mr. Taylor, will favorably consider their suggestion that the present Sales Tax Act be amended as outlined.

It is claimed that this amendment will have the effect of bringing order and harmony into the business world and will enable the government Act to function properly and without the necessity of either manufacturer or wholesaler resorting to various, and in many cases, dubious means to protect themselves against the harmfulness of the Act as it at present is supposed to operate.

Business, it is said, will be conducted on a more economical and orderly basis and the government will lose nothing financially by the change.

The Editor, Hardware and Metal, 143 University Ave., Toronto, will welcome your opinion on this suggested amendment, giving your views in support of your decision.

PROPOSED AMENDMENT TO PRESENT ACT

1st—That the present Act be amended so that sales by manufacturers to wholesalers holding wholesale tax license for re-sale by the latter, also wholesalers to other wholesalers holding wholesale tax license for re-sale, be exempt from sales tax.

2nd—That wholesalers holding Government Tax License collect 4½% Government Tax from retailers or consumers.

3rd—That manufacturers continue to collect 4½% Government Tax from retailers and consumers.

4th—That the collection of 4½% Government Tax by wholesalers and manufacturers be compulsory and with no option of absorbing a part or all.

Receipt Tax Handicaps Telephone Trade

Not a Cumulative Tax—Will Only Give Receipt When Asked for it—Tend to Discourage Running of Accounts Into Sums Over $10

WHILE the Receipt Tax, coming into effect on January first next, is looked upon by most retail merchants in Montreal as an unfair Act of legislation, adding another load to the heavy burden already carried by the retailer, some are considering themselves much more fortunate than others in the retail merchandising field. Some describe it as a very annoying and vexatious law, and likely to prove very troublesome, while others are not giving it nearly as much thought as other forms of taxation previously placed upon them.

In considering themselves fortunate the latter point out that in the ordinary course of a day's business over the counter, cash sales do not exceed the ten dollar mark only in a small percentage of cases. Business in the hardware store day after day is made up of sales with much smaller totals than in other trades, such as the furniture dealer, house furnisher, jeweller, tailor and men's furnishing house, or even the grocer. This of course means insofar as cash sales are concerned, it being realized that all must suffer where credit sales are involved and monthly acounts issued.

From present appearances the Receipt Tax will be carried to a large degree by

the retailer, whether it is hardware or otherwise. The mere fact that receipts regardless of amount will only have a two-cent stamp affixed relieves the manufacturer or wholesaler considerably, whereas business in the retail store is made up of comparatively small transactions. There is also the draft system of payment and payment by cheque which are both in favor of the producer or wholesale distributor, when both are exempted under the Act. Dealing with this question a local jobbing house stated that although as one would now read the law a vouchered cheque will not require a receipt stamp, the government may have intended to convey a different meaning in one of the sub-sections of exemptions than most people understand it, and these may not be exempted.

For the reason that the tax will affect the distributor to the consumer more than others in merchandising, and that even then many transactions will not require a receipt tax, it is thought by many that revenue will be small, certainly much smaller than in other forms of taxation previously enforced.

One Thing in Its Favor

"There is one thing in its favor," said a Montreal hardware merchant to Hardware and Metal, "it is not a cumulative tax such as that which applies to cheques. I do not mean by this that it is a tax which can easily be overlooked, for apart from a money burden there will be trouble and time for the merchant to consider. These will be greater on this tax because the retail salesman in the store is affected."

Issue Receipt Only When Called Upon To Do So

"Our only decision made up to the present in the operation of the tax on receipts deals with cash sales over the counter. After the first of next year we will only give a receipt when same is demanded by the purchaser. We are now in the habit of giving a counter cheque-book slip as a receipt whether asked for or not, but in some cases the customers do not hold this. I do not know but what it would be a good idea to ask the people to pay for the tax when they demand a receipt. We could place signs throughout the store advising to this effect and I believe this could be done without any hard feelings.

"The heavier burden will rest on larger transactions, for instance on sales of building hardware and house fixtures where payment is usually made in thirty, sixty or ninety days. Very often, too, builders or house owners pay for this material in instalments, and receipts is-

(Continued on Page 72)

What Hardwaremen Think of Receipt Tax

SOME of the representative letters to Hardware and Metal from Canadian hardwaremen concerning the Receipt Tax scheduled to become effective from January 1 next, are as follows:

RETAILER THE "GOAT"

Hardware & Metal,
Toronto.

We wish to go on record as opposing the "Receipt Tax," as it will certainly be a detriment to the retail hardware trade, as well as other trades.

It will not only be inconvenient as to the extra amount of labor involved, but also the trouble that the retailer is liable to get into as regards inexperienced or careless clerks. We take it that the owner or employer will be the "goat" as is always the case where these kind of mistakes occur.

We wish to thank you for the interest you are taking in this matter, as well as the interest you always take in matters that work to the benefit or otherwise of the retail hardware trade.

The Reston Hardware & Lumber Co. Ltd.
Reston, Man.

STRIKES MOSTLY AT RETAIL TRADE

Editor, Hardware and Metal,
Toronto.

We read with much interest the article published in your issue of Hardware and Metal of 2nd instant commenting on the proposed Receipt Tax coming into force on the 1st January next, and we beg to state that this tax, to say the least, will be a very serious and far reaching piece of legislation. We may be allowed to suggest that the government may not have given the subject the study that its importance warrants. It is intended no doubt to apply to the community at large without exception of professions or callings, but all the same it strikes mostly and principally at the retail trade, for the reason that the operations of the latter are more numerous and varied than in any other line of activity. If it is allowed to stand unamended it will constitute a most serious impediment to the trade and business generally and will be an actual incitement to evade the law by suppressing all receipts which can possibly and strictly be dispensed with, thus impairing the efficiency of the business methods that obtain generally.

We venture to say that the government should take the various interests affected into its confidence before imposing on the community such vexatious and burdensome legislation.

The Chinic Hardware Co.
Quebec City.

EXTRA WORK FOR RETAILERS

Hardware & Metal,
Toronto.

We have noted what the secretary had to say in your magazine regarding this tax on receipts, and it was worded so nicely, concrete and to the point, we cannot say anything further to corroborate what appears in your magazine. The most important point in connection with it is that the time involved in placing these stamps on receipts would much more than double the expense of what the government actually gets out of the stamps used.

It seems to us that the merchants have tried to comply and co-operate with the government to raise money in every legitimate way to pay off a debt that none of us are responsible for, but it would be much better to have some other means of collecting this money from the retail merchants rather than burden them with the extra work involved with the stamp receipts.

Hewitt & Black, Limited.
Medicine Hat, Alta.

OVERHEAD EXPENSE HIGH ENOUGH NOW

Editor, Hardware and Metal:

With reference to the "Receipt Tax Act" to take effect from Jan. 1, 1923, I don't think that anything too strong can be said in condemnation of this system of taxation, for following reasons:

First, it will have a detrimental effect so far as it has to do with retail trade, because of the extra expense it will add in carrying it out, and this is not a time to be adding extra overhead, as it is quite generally recognized that average retailers' overhead is by far too high at present. No barriers should be placed to hamper trade now, as increase of same would work greater benefits to government indirectly in matter of revenue.

Second, if this act must be put into effect then stamps used should be either Inland Revenue or special stamps, as on no account should this revenue accrue to credit of Postal Department. If the postal department or any part of it is not paying its way, then let the government impose such rates as will cover its expense, and those who are reaping the benefit of such, will be at least called on to pay the cost of same. Retail merchants should not be called on to make up parcel post deficits, when they reap very little benefit from parcel post system. Stamps on checks, drafts, etc., should also be accounted for in some other manner than at present, as a good many postal stamps are used for this purpose. I recognize that sufficient revenue must be raised in some manner to balance our budget, and while I am not altogether in accord with the present "Sales Tax" feel that if increased revenue is needed, that the necessary increase can better be made through Sales Tax rather than have this Receipt Tax.

It is time that the government showed a little more consideration in obtaining the opinion of those commercially engaged, before enacting legislation of this nature. The time has come when it is necessary that they should fully co-operate with all branches of commerce before imposing further taxation.

The collection of "Sales Tax" could be simplified and expense of collection lessened, by having manufacturers pay a fixed percentage of their monthly output, and permitting them to include this in their overhead, and charging same in price of goods. Tax on imported goods to be paid at time of entry. This would do away with collection of tax from so many, and thus lessen expenses of jobbers and distributors which would tend greatly to lessen the cost to consumer and thus would increase trade quite considerably, which would work back to increasing revenue and also help toward all round prosperity.

Trusting that hardware merchants may be of some help in the solution of this problem for benefit of all, I am,

S. E. Edwards
Edwards' Hardware
Sault Ste. Marie, Ont.

Small Display Stand Sells Fourteen Electric Irons in Fourteen Days

Three Inexpensive Display Stands Built for Store or Window Use Help Move Last Minute Christmas Gift Lines—Cultivating the Boy Shopper—Why Women and Young Folk Prefer Shopping at District Stores at Christmas—Pump Helps Auto Accessories

THE STORY of how three display stands, constructed at small cost, have been instrumental in selling a good volume of Christmas gift lines for F. R. Jackson, hardware merchant of Queen Street, East, Toronto, is a very interesting one. Christmas gift trade in this store commenced early: at time of writing a large stock of children's wheel goods and toys has been reduced to one-third its original size, and there has been active movement of electrical and other household requirements.

A start was made in specially displayed Christmas gift lines when about three weeks or a month ago a special stand was constructed about the height of the average table and with three or four shelves in pyramid style on the top. This was used to display a stock of electric irons, representing odds and ends of various lines which had been left over of various orders. This stand, which cost $1.50 to construct, sold fourteen electric irons and five sets of ordinary irons within a little over two weeks. So successful has this sale been that Mr. Jackson has constructed more display tables of the same type and has since cleared out many other odds and ends of stock which make good Christmas presents and which it is desirable to clear out before inventory time. The efficacy of this display stand for selling goods is shown by the fact that, while everyone said the ordinary Mrs. Potts' iron could not be stimulated by such measures, five sets of these irons were sold in the same period.

Can Be Used in Window

This stand, along with the other two, which are of slightly different construction, is designed so that it can be used in the windows. For the Christmas trade the stands have been placed immediately inside the front door and show the following lines: carving sets, percolators, skates, jardinieres, ankle supports, fire irons, clocks, aluminumware, food choppers, bird cages.

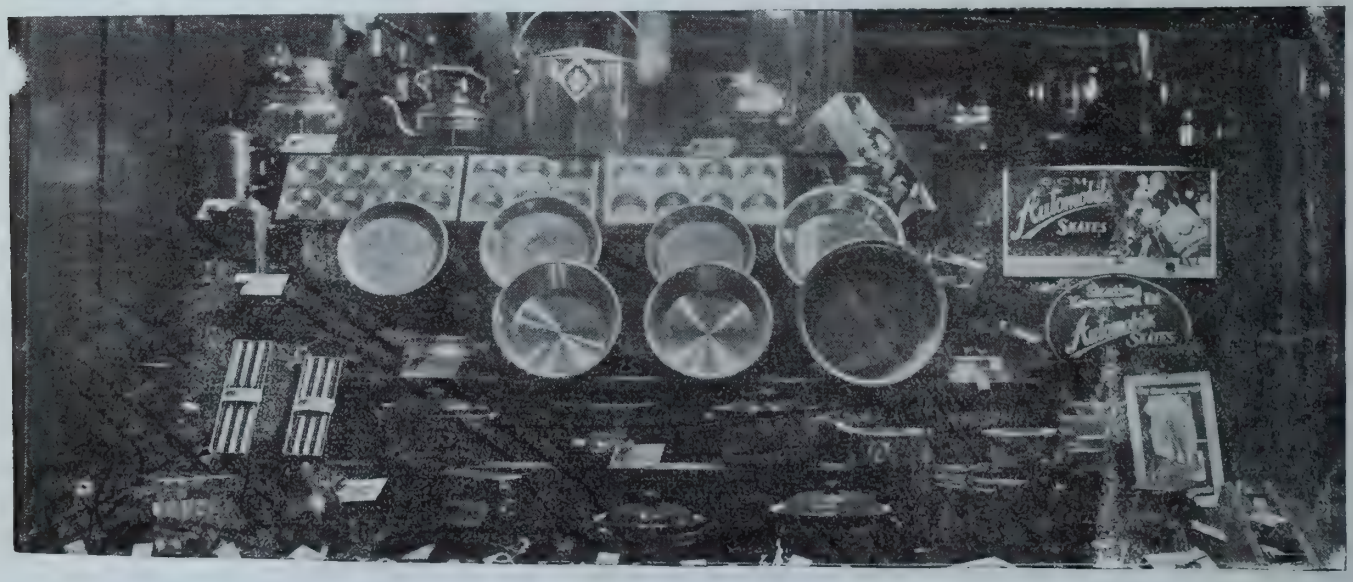
Price tickets appear plainly on all these lines and also on the gift lines shown in the window display as illustrated herewith. Mr. Jackson finds that many women and young folks do much of the Christmas shopping and they want to know the price before they enter a store such as this.

Asked to what he credited the ability to secure business of Christmas shoppers in competition with downtown stores, Mr. Jackson stated that many people dislike the crowds in the large stores which hinder their endeavors to find suitable gifts. If the hardwaremen can offer them good service and save them the trouble of going downtown, Mr. Jackson thinks there is little to fear from such competition. In addition, car fares are saved and this amounts to a considerable item when a large party is involved. He finds that having these considerations in mind and the fact that many women are tied with families from going very far on weekdays, offers splendid opportunities for the local merchant.

Encourage Boy Shoppers

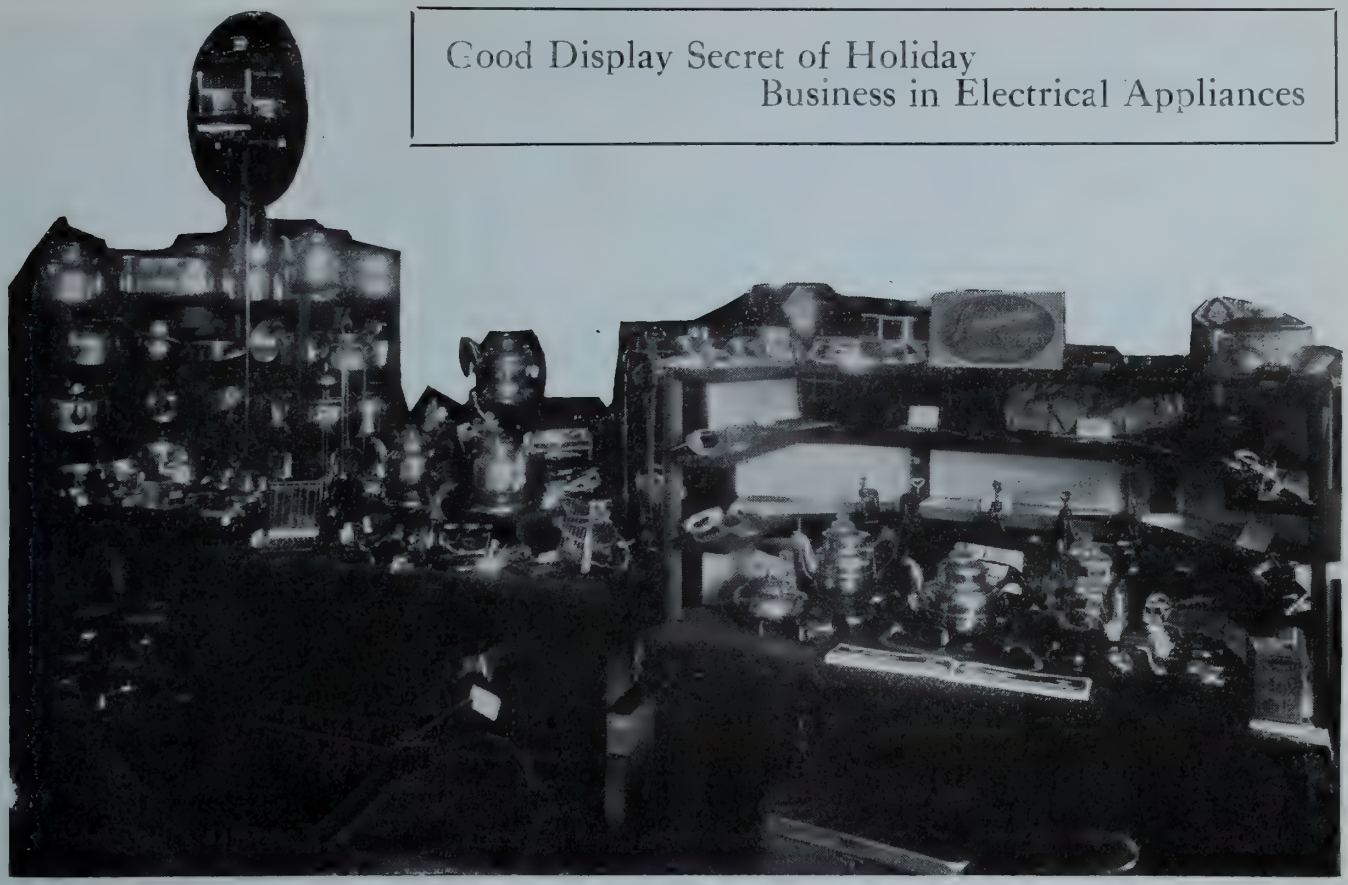
In connection with Christmas trade, Mr. Jackson emphasizes a point which might well be kept in mind. This concerns the treatment of the boy customer. This means the boy around fourteen to fifteen years of age, the awkward time when the boy doesn't know whether he is "Charlie" or "Mr."

"If the boy at this age is treated right by the merchant he will be a good customer. He wants to be treated like a man, and it doesn't cost the merchant anything to hand out such treatment,"



Showing last minute Christmas gift suggestions in the window of F. R. Jackson Hardware, Toronto. Gifts of utility are found to be easy to sell including electrical appliances, kitchen utensils, sporting goods, etc. This window has pulled many prospective buyers into the store, where they are greeted with further displays of such lines.

Good Display Secret of Holiday Business in Electrical Appliances



The three display stands referred to in this article. The centre stand showing electric supplies is the one which sold almost one electric iron a day for two weeks. The other two stands, right inside the store door have been responsible for moving large quantities of last minute Christmas gift lines, in the F. R. Jackson Hardware, Toronto.

says Mr. Jackson, who finds that such boys are a big factor among the buyers of Christmas and other lines in his store. He finds them very susceptible to suggestions and as a result has sold them electric irons and other such household lines as gifts for relatives.

Speaking of electric appliances, Mr. Jackson stated that it is necessary for the merchant to have a fair stock providing the customer with a selection, though he thinks the lines carried should be confined to two brands. "You must have a selection to sell electric appliances; if you have only one article of that kind you will have difficulty selling it," states Mr. Jackson.

Use Lamps As Leader

Electric lamps were recently used as a leader for electrical trade. Several large cartons were placed near the door at a special price. Sixty of the advertised lamps were sold, but this is not a fair indication of the value of the idea because a large number of those who came to purchase the low-power lamps on sale were induced to buy higher-grade lamps when they had made known their wants. This also helps to increase turnover in the electrical department and lower the selling costs per unit.

While the writer was discussing business matters with Mr. Jackson, a customer entered to purchase a pair of skates for his boy for a Christmas present. He enquired for a cheap skate. After showing him the cheap variety, and when the customer had decided on what he required, Mr. Jackson asked him to witness a little demonstration, which consisted of taking a better-grade skate and striking its blade full force on an iron bar. The latter was dinted with the impact but the blade of the skate was unmarked. The customer enquired if that could not be done with the skate he had selected and was assured that it could not.

Mr. Jackson thereupon enquired if the customer's boy was rough on his skates. He was assured that he was and that he wished the skates for hockey playing. The customer here showed some indecision and Mr. Jackson timely suggested that the difference in price would soon be made up with more frequent sharpening of the cheaper skate, and would therefore be rendered useless in much less time than the other.

Needless to say the customer, after listening to such argument, purchased the higher-grade skate.

Radio in Xmas Trade

Discussing radio equipment in the Christmas trade, Mr. Jackson stated that there was some buying of tubes, head pieces, amplifiers and such expensive parts of the equipment, but that the general trade was more in the smaller parts required to construct an amateur set. This business, he stated, was getting down more to staple lines including No. 22 and No. 24 cotton-covered wire, No. 14 hard-drawn wire for aerials, binding posts and contact points, brass bolts 6/32 and 8/32 with nuts and crystal. This fall has shown an active business in these lines, with a steady run of regular customers.

Mr. Jackson makes use of a trough around the edge of the display windows for the purpose of showing small lines. This trough is divided into compartments and in them are shown coat hooks, keys, push buttons, apple corers, washers, can openers, etc. Prices are shown plainly on each.

"This display idea enables us to show lines which would not be displayed in any other way," said Mr. Jackson. Since they have been used they have been responsible for a considerable increase in business in such small articles.

Another display idea for showing cutlery, shaving outfits and other small lines is the use of a baize-covered drawer right under the glass top of each of the showcases. These articles each have a card with prices plainly marked, and for the Christmas trade small Christmas cards are attached to each. Lines displayed in these drawers are im-

(Continued on page 65)



The final week before Christmas has arrived. This week will see the opportunity for cashing in on all the effort expended to stimulate Christmas trade. Much business is ordinarily left until the last few days and therefore it is well to keep up a vigorous campaign so that interest will not wane. Such displays as this, extending the merchants' greetings and showing effectively a wide range of suitable gift suggestions will keep interest at fever heat right up until the last minute.

Keeping Up Enthusiasm for Another Week

Much of the Stimulating Measures Taken by Hardwaremen in Connection With Christmas Trade Will Bring Their Returns in the Final Week Before Christmas Eve Providing Interest is Not Allowed to Wane

EARLIER Christmas shoppers have already made some of their purchases. Hardware lines suitable for gifts commenced to move around the first of the month. Christmas Eve, however, is a week away and much shopping will yet be done. A large portion of this trade is still to be had. In most stores Christmas windows have been dressed and store displays arranged before this time, but shopping for the most part has been really in the form of "inspection tours." Now comes the opportunity for the store proprietor and the salesman.

Christmas Shopping Is Different

The former will naturally benefit from a financial standpoint, but the salesman may also reap a harvest through establishing good-will among a perplexed buying public. He will be one of the most popular fellows in the community if he can solve the problems for the customers who enter the store. Many people are perplexed, some even distracted, when they are in the midst of trying to select gifts for relatives or neighbors. They have made the rounds of the stores in the hope of finding just what will be ideal, but have not yet made a decision. If the salesman can offer a helpful suggestion, just mention certain articles carried in stock, the problem may be solved and the customer will not only appreciate the interest taken at the time, but will not forget it in future.

Shoppers are not usually perplexed or distracted. Purchases are made in the hardware store throughout the year in a more or less routine way, with some assistance from the man behind the counter. In other periods during the year they are buying for themselves and making a choice is comparatively easy, price and quality to be considered. At Christmas, however, it is different. So much so that many people look upon their buying tour with displeasure. It is pleasing to give, but this is often forgotten at the time when it is necessary to search stores for ideas with the thought uppermost in their minds that receivers will not be pleased with selections made. It is the retail salesman who has practical ideas to give out who will be looked upon with favor by the store's customers next year.

Suggestions Not Always Spoken

Not only can the salesman help by spoken suggestions at this season, but store arrangement and window displays can also speak for him. Having those goods on display tables and counters which he has found others have bought for gift purposes, will often produce the required results. Placing these articles in the windows which others have looked at admiringly may solve the problem. It may be that goods put in the windows earlier in the month will not help to make the decision because of price or some other reason, and it might be here said that it is often well to change Christmas displays much oftener than at any other time of year.

Backed up by an elaborate and suggestive array of seasonal lines, the salesman is placed at an advantage when he approaches a customer, for goods likely to sell at Christmas time are at his finger tips. If, through the conversation or sales talk, therefore, he can assist by showing keen interest and tact, he will have made a very successful sale. During the next two weeks many such opportunities will present themselves and successful sales go far toward establishing good-will at a season when such should be formed.

Have You Overlooked Any Christmas Gift Suggestions?

Much of the success of the last-minute rush shopping for Christmas gifts depends on the merchant's ability to suggest suitable lines. Here are gift suggestions found in most hardware stores. Check over the list and be sure you have not missed anything:

For Mother and Sister:—Electric appliances, including irons, toasters, grills, percolators, warming pads, washing machines, heaters, portable lamps, curling irons, vacuum cleaners. Kitchen uten-

sils, including enamelled and aluminum ware, tinware, kitchen cabinets, kitchen cutlery sets, glass baking ware, vacuum bottles, gas and electric ranges, fixtures for kitchen and bathroom, silverware, phonographs, chinaware, oil stoves, fireplace furnishings, travelling goods, clocks, manicure sets, thermometers, cut glass ware.

Gift lines more exclusively suitable for sister and not included in the foregoing are: Fountain pens, skates, sporting goods for winter or gymnasium use, cameras, alarm clocks.

For the Children:—There is a wide range of toys and games. In addition are school bags, fountain pens, radio parts or sets, cameras, flashlights, small tool sets, sporting goods.

For the Brother:—Sporting goods for football, gymnasium, camping, vacuum bottles, tools, watches, clocks, razors, shaving brushes, bicycles, radio sets, travelling goods, pocket cutlery.

For Father:—In addition to certain of the foregoing lines are: Smoking sets, driving gloves, carving sets, hair clippers, table lamps, humidors, guns, tool grinders, card tables, thermometers, leather cases, tool sets and certain sporting goods in which older men are interested, such as curling stones, golf sets.

In addition there are numerous gifts of automobile accessories and general furnishing lines for the household.

Last Minute Advertising of Christmas Gifts



Adams and Van Dusen, Picton, Ont., advertise shaving equipment, kitchen utensils, cutlery, glass bake ware, aluminum ware, flashlights. Cowan Hardware, Ltd., London, Ont., show sport goods, ranges, electric heaters, wheel goods, cutlery, utensils. They make gift suggestions for various members of the family. A good toy ad. is that by Baxter's Hardware, Windsor, Ont., known as "The House of 1,000 toys." Peterboro Hardware Co., Peterboro, list silverware, aluminum ware and chinaware in specials for Christmas gifts. Another big toy ad. is that of Moose Jaw Hardware, Ltd., Moose Jaw, while cut glass, electric lamps, carving sets, chinaware are illustrated in the ad. by Budden, Beard & Co., Calgary. The ad. by Pow & Wilcox, Tilsonburg, Ont., deals with toys.

Why Only 45 Per Cent of the Customers Entering this Store Bought Merchandise

Some of the Opportunities and Problems of the Salesman---He is Most Important Man in the Store---Why Many Customers are Victimized

Address by A. G. PINARD, Advertising Manager, Lowe Bros., Ltd., Toronto, before Toronto Hardware and Paint Club

SPEAKING on the subject of Salesmanship, A. G. Pinard, advertising manager, Lowe Bros. Ltd., Toronto, addressed the meeting of the Toronto Hardware and Paint Club this week as follows:

"I think there is no more important subject in the commercial world than Salesmanship, and in view of all that has been written and said on the subject it is a compliment to me to be called upon to address this club, especially since you yourselves are salesmen.

"A retail store, as well as a manufacturing concern, is composed of several factors, and proper co-ordination is essential to success. You may have the best salesmen available in your store, yet if the relationship of this with other factors is not properly co-ordinated then there is little hope for you. Your business will retrogade.

"I have classified these factors as a group of M's; namely, Men, Money, Merchandise, Market and Method, and we have to consider them as the factors that constitute a business.

A Business Problem

"A gentleman with considerable experience as a merchant and who is now in business for himself as one of the world's best known business counsellors, was called in by a firm to advise on business problems. The head of the firm said to him, 'We have a new product. We have had considerable success and we have come to the point where we must develop, so we must advertise.' The counsellor asked, 'What were your profits last year?' The head of the firm asked what this had to do with the question, stating that he had $30,000 to spend on advertising. The counsellor replied, 'Profits have everything to do with the question.' The head of the firm eventually saw the point and asked the counsellor to go over the books with him. The records showed nine separate departments in the business and from a general standpoint the business was found to have paid. No separate records were available for each department, however, and the counsellor advised that before he could discuss advertising he must have figures by departments. When these were secured it was found that there were four profitable departments and these were carrying five unprofitable departments. The counsellor explained the significance of the figures as indicating that if the five unprofitable departments in another year proved too heavy a drag on the other four that the advertising would be blamed for something for which it was not responsible.

Failed Over Night

"I read a report in Bradstreet's recently concerning a man who had for some years successfully conducted business and then failed over night. Investigation showed that this merchant had arrived at a certain stage of success and then added a new department, buying articles of luxury for it and engaging high-salaried men to conduct it. The business absorbed month by month the losses being sustained in that department and gradually but surely ruined the whole business.

"These are two extreme cases but perhaps in a lesser extent the same thing is to be found in many retail stores in Canada today. Many merchants do not know sufficient about their business. They don't know if the various departments are paying. I have had retailers tell me that they did not add salary to overhead expenses because their salaries were the profits. They did not add rent because they owned the building. Some of them wonder why they fail.

"Up north I called on a merchant to secure settlement of a bill of $4.75 owed our firm. The merchant said he didn't owe us that. I explained that it was most improbable that he did not owe the bill, and he replied that he knew he did not owe the bill because he did not have an invoice for it. This merchant had a wire file and when he got an invoice he would put it on this wire. When he paid a bill he would tear the invoice up, so if the invoice was not on the file he considered it was paid. I asked him to go over the file carefully and there he found it. After my visit this merchant lasted in business 8½ months. This shows that we must consider all factors in the conduct of business.



A. G. PINARD
Advertising Manager Lowe Bros., Ltd., Toronto.

Selling Problems Alike

"In principle there is not such a great difference between the manufacturers' selling problems and those of the retailer. You retailers have a far greater opportunity because customers walk into your store each day. In principle your customers are to you what you are to the manufacturer and the selling principle is the same. We know what the evolution of business has been in the last five years. Manufacturers know more about their business. They have gone far statistically regarding their own business and the retail business, and a little more co-operation with manufacturers would mean a great deal to the retail salesman. It is absolutely necessary to have that co-ordination. But first you should know the profits per department of your business, to know if one is sapping the life of the other. Guesswork is no good.

"I will relate another experience I had in a small Ontario town. I was discussing our proposition with a merchant, and on looking over his shelves I noted he had about a $1,200 stock. He told me the population of his town was 500. This stock was divided among the brands of seven or eight manufacturers. I would not discuss our proposition with such a merchant. He told me he had sold $1,000 worth of paint in the year and thought this would interest me in discussing our proposition with him but I assured him it would do an injury both to himself and us to discuss it. Further investigation showed that this merchant had bought $600 worth of paint in the year, that making $1,800 worth of paint on his shelves in the year. He claimed to have sold $1,000 worth, but he had $1,200 worth on his shelves. He immediately saw what a mistake he

was making and has been working ever since to rectify matters. He was well on the road to failure because he did not understand the principles of business.

We Must Co-operate

"Salesmanship, while it may be the most important factor in business, is not the only one and it is dependent upon the proper co-ordination of other factors. Marcus Aurelius said it was a law of life that we must co-operate and, just as we are, so our business is. We must be careful of Finance, Sales and Management.

"A check was recently made in a large Chicago department store as to the number of people who entered the store as compared with the sales made. It was found that 200,000 people entered the store presumably to buy. At the end of the day they found that only 90,000 had bought, this being 45 per cent. This meant that this store was only 45 per cent. efficient. Assuming that many of those people did not go into the store with the intention to buy, the salesmen at least had a wonderful opportunity to sell them. Something led them into the store and they were in a receptive mood. There the retailer has an advantage over the manufacturer who must go out and find customers in the face of competition. Each one of those other 110,000 people who entered that store were potential buyers. So we see the possibilities for salesmanship.

Much Exploited

"Salesmanship in the past has been exploited a great deal. I recall a salesman who called on me, and on enquiry as to why he persisted in standing up while taking, he stated that this enabled him to dominate the person he was talking to. He had been reading of the so-called hypnotic influence and personal magnetism of the successful salesman. However, he got on my nerves and I told him to sit down if he wished to discuss business with me. I am not going to deprecate the question of tone, dress, etc., for a salesman, but I don't think they have a place in the law of salesmanship. There have been many rules laid down for salesmanship that have really disgusted many people. I have found that salesmanship is not a matter that can be measured in terms of clothes, dress, voice nor magnetism, but it rather hinges on more abstract and spiritual principles. There is no difference between salesmanship and the law that governs social intercourse. It is my belief that when a man starts out to exercise salesmanship on a customer he is on the wrong track. In proportion as you can realize the principles governing the sale you determine whether the prospect becomes a customer or a victim.

"The factors of salesmanship depend to some extent upon environment, nature of business and merchandise. It would be unsound for a man in a bank to be anything else but well groomed. On the other hand in a hardware store if I see a clerk dressed that way I would not be impressed and I would think he did not have much to do. When a customer enters a hardware store he doesn't expect to see clerks immaculately dressed. Therefore if a clerk approached a customer with soiled hands it is to be expected, because environment and nature of the business are important.

PROBLEMS FOR THE 1922 INVENTORY

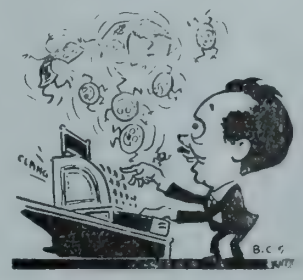
The splendid article on Inventorying, by G. W. Hafner, which Hardware and Metal has secured for its readers and which was announced in last week's issue to appear in this issue, will appear in full in the December 23 issue. Watch for it.

Victimizes the Customer

"If you approach a customer with the attitude of the so-called 'salesman' you victimize that customer immediately. You may sell him, but don't fool yourself that you are a salesman. Your attitude toward your customer is very important. Personality is a big item, but when you ask the average man to define what it means there are few who will even attempt it. A man's gesture, voice, appearance may constitute personality, but here is where the principle in salesmanship comes in. Personality is a physical expression of something spiritual or mental. It is something invisible and cannot be described. If you feel toward a customer as you feel toward a friend then you are a successful salesman.

"Ten years ago business was simply an institution where men got together to make money, and there were such maxims as 'every man for himself' 'no sympathy in business,' etc. There has been a big change and men have come to realize that you cannot do the other fellow and keep on doing. Today it is the survival of the fittest. When a customer comes to your store he comes in to get service. He is not interested in your store problems.

"In the matter of dress it is obvious that the man who presents a clean appearance will get further, but no salesmanship course in the world will change a slovenly man. He must first change his nature.



Don't think the sale is complete when you ring up the cash register. It has just begun.

Salesman Most Important

"The salesman in the retail store is the most important man in it because he can do more in five minutes to wreck that business than he can do in months to improve it. A merchant spends much money in getting a store to sell goods, and whether he gets that money back depends upon his salesmen. Statistics show that some of the most successful men in business today have sprung from the sales field because they have had ambition. Many do not appreciate the opportunity. There is no more interesting job than selling.

"You should read your trade papers thoroughly. Hardware and Metal contains much information of vital importance to your business and if you are to be informed about merchandising ideas, new practices, markets, and keep in touch with new developments, such information should be read regularly by you. You should take advantage of every opportunity to assimilate knowledge. The salesman who leaves the retail counter to go to the executive position is the man who understands the working and principles of business. In the smallest retail store you have every opportunity to study the details underlying the largest industries, whereas if you were employed as a clerk in some of the large industrial firms you would be likely to remain in subordinate positions for years. In a retail store you are salesman, general manager and sometimes many other types of executive. You have the means of studying manufacturing activities and studying the elements of business. Don't depreciate the advantage you have as a salesman.

Must Use Tact

"Among other things necessary in the store is Tact, which unfortunately has not been very highly developed among some retail salesmen. The tendency among some salesmen is to ridicule the opinion of the customer and to argue. That doesn't sell goods. A customer may be irritable and require careful handling. One of the richest men in the world today was put in his position because of his courtesy and tact in dealing with a particularly irritable and peculiar woman customer. The woman happened to be a connection of Mr. Carnegie and her treatment from this retail salesman was such that she recommended him for a position in which he has steadily advanced to the position of power and affluence. Because of these peculiarities it is necessary for the salesman to have poise and balance. His duty is to serve all types of customers who come into the store, and there should be no discrimination.

"Remember that while it is easier to serve a pleasant customer, a sale made to an unpleasant customer gives satisfaction and if you please that customer you have really made a friend that will

be harder to take away from you because you have made him feel good.

Sell Customer Well

"Spend sufficient time with the customer to sell him well. The sale is only made when the customer has used the goods and is satisfied with them. If the customer is not satisfied you will get much damaging advertising and not only have you not made one sale but you have probably lost many others. This applies to any commodity.

"Courtesy is one of the most important terms in salesmanship. On a hot summer day a lady may come in and she is compelled to wait for a few minutes. Offer her a ten or fifteen cent fan. You will keep her in a receptive mood till she can be waited on. Or offer her a glass of water. Nine out of ten may refuse but they will appreciate the suggestion none the less. It takes only a few seconds to say it and it counts for a lot. Wrapping a number of small parcels into one large parcel is another small service which is much appreciated. It is the little things that count.

"A knowledge of the goods is very necessary in good salesmanship. If a customer comes in to examine an article and makes some very ordinary enquiries and the clerk says, 'Yes, that's it. Haven't you seen it before?' he is ridiculing the customer. The salesman should assume that the customer knows a good deal about the article and be agreeable in the discussion. Never disagree and don't express the surprised tone that the customer doesn't know all about it.

Object is Satisfied Customer

"The object of salesmanship is a satisfied customer and if you keep that in mind you have solved most of your troubles. Your customer is your meal ticket, pay, car tickets, vacation, pleasures. Look after them. You may take an interest in the customer's child. The mother's child is the next thing to her heart. The clerk can make some complimentary remark to the child and win much good will.

"One of our dealers had difficulty selling floor paint. To gauge how far he understood the principles of selling I asked him: 'When a customer asks for a can of floor paint, what does he or she want?' He replied: 'A can of floor paint.' I told him his customer was not concerned about a can of paint. On the other hand the customer finds that the floor is in a dirty, splintered condition and she has seen a color card that suggests that if the floor is painted and finished with a high gloss it will eliminate much work and provide more cheer. Objectively therefore she wants floor paint, but what she really wants is service; 60 cents worth of cheer and less drudgery. When the salesman can see the motive he will make more sales. It is an uninteresting thing to hand out a can of floor paint but it is very interesting if you imagine what that floor paint is for. If he can anticipate what it is going to do for that woman he establishes a mental connection. If the paint is going to improve the floor in the kitchen, other finishes such as stove pipe enamel, etc., are suggested.



Advertising counsellor insists on knowing the profits of each department as well as business in general.

Intention Must Be Right

"There is involved the subjects, Knowledge, Preparation and Intention. If your intention is right your action will be right and your personality will look after itself. If your intention is right you do not need to dominate the customer; you don't need to straighten your tie before you approach him. There are also involved the subjects Execution and Foresight. All your actions should be toward the end of not only making the immediate sale but paving the way for future sales. In actually filling the customer's requirements you merely meet his or her needs, but when you go to sell the customer you must meet the objection of unwillingness to spend money until the proposition has been well sold.

"In selling I would visualize the saving of money or the economy of using the article. In selling a wrench, for example, I would indicate the saving of money that might be spent elsewhere by enabling the prospective purchaser to do odd jobs around the home. If we can suggest how people can save money by purchasing an article then we have an interested prospect.

"Personality is the outward expression of our feelings, which in turn determine our intention. We should take every opportunity to improve our minds so that this will be reflected in our dealings with customers. If our mental attitude is not altruistic then we cannot impress our customers."

"Window Night" Brought Many Dollars to St. Thomas Hardwareman

A SOMEWHAT novel merchandising feature which brought good returns was the inauguration of "Window-Night" in St. Thomas, Ont., for the purpose of assisting local merchants to effectively display their Christmas lines. The feature was introduced by the Chamber of Commerce and consisted of canvassing every store in the city and having them sign their name to a petition that they would light up their window as bright as possible and have some feature display in the window on this one night. A band was hired, and at 7.30 the streets were packed with people, in fact, it was the largest crowd ever seen on the streets at one time.

Prizes were awarded for the best window in four or five different classes, which made the window-dressers very enthusiastic.

The Davey Hardware Co. state: "We went in more for window demonstrations. In one window we had a wall finish demonstration; in another we had an old woman washing clothes in the old-fashioned way, over an old wash-board, and beside her a girl, reading a book, while an electric washer did her washing for her. In another window we had an up-to-date living-room, with an electric vacuum being demonstrated in the centre of the room.

"We found this a very satisfactory way in getting the crowds to see the new lines of goods, and there was a continual line-up in front of the windows from 7.30 until after 10 p.m. The return from these demonstrations was very satisfactory."

"I Would Be the First to Shake Hands With Man Starting Up Hardware Business Next Door to Me"

Says Toronto Hardwareman At Meeting of Toronto Hardware & Paint Club

OPENING the monthly meeting of the Toronto Hardware and Paint Club, which took the form of a dinner at the Hotel Florence on Tuesday evening this week, President H. N. Joy stated that he had received a letter from a prominent paint manufacturer who had been reading closely the reports of the various meetings of the club, in which the manufacturer complimented the officers on the progress made.

In view of the fact that Christmas is near at hand, the attendance was not as large as at some former meetings, but some new members were out and added much to the discussion. Mr. Joy expressed the opinion that many of those unable to attend were following the reports closely, and that the reports of the various meetings as appearing in Hardware and Metal were both accurate and comprehensive. On asking how many of those present subscribed to Hardware and Metal, there was a 100% showing of hands. Mr. Joy advised that members read their trade paper closely.

Too Many Stores

The discussion of the subject of too many hardware stores which took place at the last meeting was briefly reviewed, Mr. Joy pointing out that, while some travelling salesmen and others thought the club did not mean business in taking up this matter, it was the intention to continue the movement toward curtailment of new stores. The following committee was appointed to represent the various districts in reporting to officers of the club instances where new hardware stocks are being placed where there is not considered to be room for new stores: Danforth, J. Boyd; Queen East, E. G. Bailey; Centre Yonge, R. P. Freek; North Yonge, H. Dow; Centre, M. Stirrett; West, D. Guffin; St. Clair, H. Stainton; Weston and Mt. Dennis, A. M. Oldam; Mimico, New Toronto and Highway, C. McFarlane; Bloor St., A. Lavin, Alexander Hardware.

Mr. Joy asked that any reports be made of the conditions outlined. Mr. Lavin stated that a group of builders had formed a company and entered the hardware business originally as wholesalers but were gradually entering into the retail field in premises near him on Bloor St. He is making further enquiries as to the wholesaler that supplied this firm.

Opposes the Move

Enquiry was made by F. W. P. Sinclair, manager The Toronto Hardware Co., as to what the idea was in trying to stop people from entering business. He doubted if the trade was much assisted by such action. Mr. Joy replied that the idea was more to give intelligent advice to those contemplating entering the trade than to merely utilize restrictive measures. Mr. Sinclair stated that he welcomed opposition because, in his opinion, it helped trade rather than hindered it. If wholesalers were taking long risks in selling to certain individuals he thought they would soon find out for themselves whether the risk justified their action. It was his opinion that this practice is gradually stopping and that the cure suggested by the club would be worse than the disease.

"When we have some opposition we step out more and buck up. Where the opposition sells at cost we will find that eventually we will be going along getting a fair margin when the other fellow is out of business and we will have held our customers by the service we give. I would be glad to shake hands with the men who would start up business next door to me," said Mr. Sinclair.

Mr. Lavin thought that if Mr. Sinclair had five hardware stores within a distance of 300 yards he would change his opinion, but Mr. Sinclair replied that he had been in an even worse nest of stores than that.

Question of Giving Advice

"I don't think the Hardware and Paint Club is going to make itself strong by raising objection to more people going into business," continued Mr. Sinclair. "Check up the firms which have gone into business and I think you will find that the most of these have been mushroom businesses. They may get some business by cutting price for a while, but your customers will come back and tell you that the service they get from you is worth the price. We had a case of that just recently in our store. Where it is a question of wrong advice given, I think you will find that much of this advice has been given by irresponsible salesmen who are no longer holding their positions. It is then a question of 'a fool and his money are easily parted,' and people who take such irresponsible advice on going into business would lose their money elsewhere if they did not lose it in this way."

In reply, President Joy emphasized that the action of the club was merely in an advisory capacity. "Some men in business today would appreciate such advice," said Mr. Joy. "If the man who fails in business could bury his stock with him it would not be too bad, but in one case the stock has changed hands six times and each time the owner has lost part of his capital. At last this store is closing out."

A. G. Pinard, advertising manager Lowe Bros. Ltd., Toronto, gave an interesting address on the subject of "Salesmanship," as reproduced elsewhere in this issue. Following this, F. R. Jackson moved a vote of thanks.

What Business Is

W. F. Macpherson, secretary Ontario Retail Hardware Association, was in attendance and spoke briefly on the conclusion of Mr. Pinard's address. Mr. Macpherson stated that many practical ideas had been given the audience, and emphasized the fact that business is the art of supplying the needs of the community. It was his opinion that a retailer must be natural in his actions and in following out the suggestions he should be urged on by spontaneous inspiration rather than forcing himself. Mr. Macpherson referred to the forthcoming convention of the association in February and pointed out that seventy-five per cent. of the 164 booths in the Armories had been sold to exhibitors.

The next meeting of the club will be held on January 9 in the Hotel Florence and will take the form of a dinner commencing at 7 p. m. The election of officers for next year will take place at this meeting and Wm. Crawford, Sheet Metal Products Co., will speak on the subject, "Hardware Stores As I See Them."

"HARDWARE STORES AS I SEE THEM"

At the next meeting of the Toronto Hardware and Paint Club on January 9, the election of officers for 1923 will take place. An additional feature of much interest will be the address by Wm. Crawford, Sheet Metal Products Co., on the subject above mentioned.

Seybold Walker Ltd., Montreal, have been appointed representatives for Ottawa, Quebec and the Maritimes for Smith & Hemenway, tool manufacturers, Irvington, N. J.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

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TORONTO, SATURDAY, DECEMBER 16, 1922

Season's Greetings to the Trade

HARDWARE AND METAL takes this opportunity of wishing all in the trade a Merry Christmas and a Happy and Profitable New Year. The year just drawing to a close has seen many interesting developments in this branch of trade. The pendulum has commenced to swing backward from the extreme which it reached about a year ago when prices and volume of business were at the lowest ebb. Progress has been made and the price trend has turned in an upward direction. There are signs of continued improvement, but there are dangers even in improvement, and care should be exercised to preclude any developments which might form the basis of another period of undue inflation. Next year should be a good one for business men who exercise care in the conduct of their business and take every advantage to learn more about their field. It is here that Hardware and Metal will render its service and close co-operation of readers will result beneficially to all in the New Year.

Business is Business

THE CLOSING out of several of the stores of the United Farmers' Co-operative Company Ltd., of Ontario, was recently referred to in Hardware and Metal. At the annual meeting of the organization in Toronto this week discussion centered around the question of operating retail stores. Losses of more than $55,000 were encountered during the year and the branch stores were said to be the chief cause of the loss. General Manager H. B. Clemes frankly declared in favor of closing out the branch store business entirely. He did not think it was the function of the co-operative company to try and sell a pint of oil, a pound of nails or such merchandise.

The president, too, in discussing the branch store problem also referred to the fact that U.F.O. members had not been loyal to their own stores but had succumbed as he termed it to the lower prices of competitors. It is questionable if this was as much due to lower prices as to the connection which independent merchants had worked up in the community spread over a number of years. The co-operative stores were able to buy most of their requirements at a margin over manufactured cost only sufficient to meet cost of handling through the warehouse. The president instanced one case where a club after ordering a carload of supplies had refused it because the market had declined and they found they could buy cheaper elsewhere.

The experience of the U. F. O. and of the Grain Growers' Grain Company and other co-operative organizations which recently have run into business troubles proves clearly that such organizations must be prepared to meet the same conditions as other business enterprises. Co-operative plans will not solve all the troubles of business and there will not always be dividends just because the profits of the business are to be shared. No objection is being taken to sound co-operative projects, but when such enterprises leave the field of marketing where they have brought material benefits, for the field of merchandising where long experience and careful judgment are necessary to success, they inevitably fail. They adjust themselves, however, through compelling the co-operators to suffer the loss, but where they are backed by governmental capital, such operations if not successful are harmful to the community.

Spreading the Seasonal Demand

SPREADING the seasonal demand for various lines of hardware is one way in which some resourceful merchants are endeavoring to increase turnover. At the convention of the National Hardware Association of the United States, as dealt with in a former issue, discussion centered around ways to spread the demand for motor accessories and certain other hardware. An analysis of these suggestions will show where a start may be made.

A retail hardwareman who has been analyzing the advertising of his trade has commented on the fact that many hardwaremen run large advertisements on Friday thus adding heavier burdens on Saturday which is already automatically loaded with business. It is suggested that merchants run their ads in Saturday afternoon papers and Sunday editions with big offers for Monday and subsidiary offers for Tuesday and Wednesday, thus "spreading" business over the week. The department stores have had conspicuous success following such a plan, but they are not alone in pursuing the policy of luring trade during the "off" times. Many manufacturers and retailers have succeeded in turning a seasonal into an all year trade. Paint is an example of successful achievement along this line. In many cases this has resulted in economies of manufacture which have resulted in reduced prices.

It is an exceptional industry nowadays that is bound to vacillate violently from the heights to the depths because of seasonal demand. There is generally some adaptation or idea which, backed with the right kind of advertising, can lower the mountains and raise the valleys created by seasonal demand, and thus put merchandising on a more stable and efficient basis.

Editorials in Brief

JUDGE GARY, testifying before the Federal Trade Commission in the Pittsburgh plus case, said that he did not believe a large corporation should take advantage of consumers even though sometimes able to do so. "There is a little more conscience in business than there used to be," he declared.

IN CONNECTION with the recent regulations barring automatic revolvers from entering Canada it is interesting to note the most recent figures showing the extent of our trade in revolvers. The figures do not single out automatics, but they form probably about fifty per cent. of the importations up until now. In the six month period ending September of this year Canada imported guns, rifles, muskets, pistols and revolvers to the value of $24,195 from the United Kingdom and $221,681 from the United States with smaller amounts from Belgium and other countries, making a grand total value of imports for the six months of $256,659. This is only about fifty per cent. of the value of imports of such weapons for the same period in 1920.

Christmas Greetings



GEORGE E. MAY

Toronto, President Ontario Retail Hardware Association

APPROPRIATE greetings at this Holiday period are conveyed in the following messages directed to the retail and wholesale phases of the Canadian hardware industry by the respective presidents in these two leading organizations.



THOMAS M. BIRKETT

Ottawa, President Canadian Wholesale Hardware Association

To The Hardware Trade of Canada

Gentlemen:—

On the threshold of another year I wish to convey to the hardware merchants of Canada, on behalf of the Ontario Retail Hardware Association, all good wishes for a Merry Christmas and a Happy and Prosperous New Year.

The year which is just coming to a close has been marked with much progress in various lines of business. Our experience has been broadened and another important period in the process of evolution has passed. Unique problems are facing the hardware trade of this country. Some of these problems may have temporarily passed their most acute stage, but others will probably beset us more in the future. There is no cause for fear or thought of danger providing we all apply our energies in the right direction, making use of our broadening experience and improving our intellects.

The past year has witnessed very satisfactory growth in the membership and scope of activities of the Ontario Retail Hardware Ass'n. In view of this the forthcoming convention of the association to be held in Toronto in February is expected to establish new records. A hearty invitation is extended to you to be present. The co-operation of all engaged in this trade, helping give a broader interpretation of the highest individual ideals will ensure for us a prosperous 1923 and a sure foundation for subsequent years.

(Signed) GEORGE E. MAY,
Toronto.

President, Ontario Retail Hardware Association.

To The Retail Hardware Merchants

Gentlemen and Friends,—

We are coming to the end of another year, and I think it is true when I state that we (Hardware Men) are all feeling much better in mind and pocket than we were even a short year ago.

For the past few years we have been attending to Christmas gifts and deeds in much the same manner as a machine, but this year I think we all feel more of the old spirit which I wish to convey to you all, when on behalf of the members of the Canadian Wholesale Hardware Association, I wish you, one and all, every pleasure and happiness in this festive season and full measure of business for 1923.

Yours very truly,
CANADIAN WHOLESALE HARDWARE ASSOCIATION
(Signed) T. M. BIRKETT, President.

Make Your Plans Now



—ON THE WAY

So you will be able to pack your bag and get on the way to the big convention of the Ontario Retail Hardware Association in Toronto February 13, 14, 15 and 16, 1923. Watch for preliminary details in Hardware and Metal.

Events in the Trade

PERSONAL

Stanley Emmerson, of Emmerson & Fisher, Ltd., hardware merchants, St. John, N. B., was elected president of the St. John Advertising Club, at the annual meeting held recently.

INCORPORATION

Pilkington Brothers (Canada) Ltd., has taken over the business formerly known as Pilkington Brothers Ltd., and will carry on the manufacture of glass at St. Catharines, with capital of $2,500,000.

G. U. HATCH NOW VICE-PRESIDENT IN CHARGE OF SALES OF MILLERS FALLS CO.

G. U. Hatch has been appointed vice-president in charge of sales of Millers Falls Co. Mr. Hatch has been with this company as general manager for approximately three years, prior to that time he was sales manager of the Winchester Repeating Arms Co., New Haven, Conn., for an equal period of time.

DEATH OF WORLD-FAMOUS MERCHANT PRINCE

The death is announced of John Wanamaker, world-famous merchant of Philadelphia and former postmaster-general of the United States. The name of Wanamaker is famous the world over, especially in merchandising circles where the unique methods adopted from time to time in the great Wanamaker store have been of much interest. The Wanamaker store in Philadelphia is considered to be one of the most imposing and beautiful buildings on the American continent and employs over 30,000 men and women.

OBITUARY

Calvin S. Laird, of Laird & Laird, owners of the Wyandotte Hardware, Windsor, Ont., is dead.

The death occurred in Montreal on Friday, December 8th of John Irving, for many years general sales-agent for the Nova Scotia Steel and Coal Co., Ltd. Mr. Irving had been ill for about a year, although not confined to his bed until recently. He was treated for some time at the Montreal General Hospital, but had been at his home for the last six weeks.

Mr. Irving joined the Nova Scotia Steel and Coal Co. in 1898. He began as sales manager and has been with the firm up until the time of his death. Montreal has been his headquarters for the last thirteen years.

FORM MANUFACTURERS' AGENCY FIRM

W. F. C. Turnbull, for a number of years with the Delaney & Pettit Company, Toronto, and James C. Campbell, formerly of the Acme Can Company, Montreal, have joined partnership as manufacturers' agents with offices at 80 St. Francois Xavier Street, Montreal. They are representing a number of prominent British manufacturers.

HARDWAREMEN ON CIVIC POWER COMMISSION

St. John, N. B.—Major Ronald McAvity, a director of T. McAvity & Sons, Ltd., hardware merchants, has been elected chairman of the St. John civic power commission, and A. M. Rowan, a North End hardware merchant, is a commissioner and so also is James Lewis, of William Lewis & Son, manufacturers of wrought iron work, bolts, nuts and fire escapes. Felix S. A. McMullin, another commissioner, is a machinist. Out of a commission of eight members, four are connected with the hardware business.



ALEX. McKENZIE

of Canadian National Carbon Co., was elected president of the Canadian Auxiliary of the Automotive Equipment Association, at the Chicago Convention.

FALLS HARDWARE FIRM PUSHING ELECTRICAL GOODS

Niagara Falls, Ont.—Electric stoves, electric reading lamps, electric vacuum cleaners and heaters together with a splendid assortment of carvers and small gifts comprise a very attractive window in the G. H. Clark Hardware here.

FRANK STOCKDALE'S TOPICS FOR HARDWARE CONVENTION

Hardwaremen will be interested in knowing that Frank Stockdale, retail merchandising expert, whose ability to handle retail problems is recognized, has been secured for two days at the convention of the Ontario Retail Hardware Association in Toronto in February next. Mr. Stockdale will speak on the following topics:

Wednesday morning—"How to Build a Selling Program."

Wednesday evening—"Golden Rule in Business."

Thursday morning—"How to Know Profit-making Lines."

Thursday evening—"Showmanship in Selling."

Retires After 51 Years in Retail Hardware Trade

Interest will be aroused by the announcement that the retail hardware firm of Purvis Bros., Ltd., of Sudbury, Ont., has sold out stock of hardware to J. F. Prieur & Son, Sturgeon Falls, Ont., which firm is removing the stock to their store. This announcement marks the passing of the oldest hardware business in Sudbury. The firm of Purvis Bros. commenced business in Barrie in December, 1872, and comprised the brothers David, Thomas R., and James. In December, 1889, James moved to Sudbury and opened the first hardware business in that town. David had opened the first hardware store in North Bay, ten years earlier. The latter brother died September 1, 1914 and Thomas R. Purvis died in January, 1916. James, the youngest brother, now retires after an experience of fifty-one years in the hardware business in Ontario. Mr. Purvis says, "I think I have been a subscriber to Hardware and Metal since its first issue." He is also a charter member of the Hardware Association. While still active, Mr. Purvis' health has not been very satisfactory of late.

Extending Chain of Retail Hardware Stores

In connection with the purchase by J. W. Peart of property formerly occupied by D. N. Flanders at Ingersoll, Ont., as mentioned in Dec. 2 issue of Hardware and Metal, the following statement has been secured: Mr. Peart advises Hardware and Metal that he will open an up-to-date hardware store in Ingersoll after the first of the year. Alterations will be made to the building and new fixtures of the same type as used in the new Cowan Hardware Co. hardware store in London, Ont. It will be fully modern from the standpoint of equipment and stock. Emerson Knowles now with the St. Marys Hardware, Ltd., St. Marys, Ont., will manage the store. The St. Marys Hardware, Ltd., has recently been reorganized and this extension is in line with the new policy of the company to open branches as opportunities arise. This company already operates the Woodstock Hardware, Woodstock, Ont., under the management of Mr. Carr late of St. Marys. W. H. Bartlett, who is a member of the executive of the Ontario Retail Hardware Association, continues to manage the St. Marys store. It is the policy of the company that all new branches will be in charge of persons financially interested in the company so that each branch will be equivalent to a local company at each point.

The reorganized company is controlled by the following directors: J. W. Peart, late of Peart Bros., Regina; W. H. Bartlett, vice-president; Wm. R. Carr, sec.-treasurer. Mr. Peart is also president of the St. Marys Wood Specialty Co., Ltd., which has recently been reorganized.

MONTREAL ANNUAL MOTOR SHOW, JANUARY 20-27

Announcement is made that the annual Montreal motor show will again be held under the auspices of the Montreal Trade Association Limited, from January 20 to 27 next. The exhibition for this year will take place in the Almy's Building, where two entire floors have been contracted for, following a resolution of the board of directors of the Association passed this week. It is stated that this will be the biggest motor show yet held in Montreal as the space which we occupied by the exhibition will be greater than ever before, and applications for display space have already been received from Canadian, American and European firms, which are apparently anxious to gain a share of Canadian trade.

SIMONDS MFG. CO. PUTS ON ESSAY CONTEST

Actuated by a desire to advance the study, and more general appreciation of economics, Alvin T. Simonds, president of the Simonds Saw Company of Fitchburg, Mass., and Chicago, Ill., proposes an essay contest open to pupils of high schools and normal schools in the United States and Canada. Mr. Simonds offers two prizes of $1,000 and $500 for the best essays written by students on the subject: "The Lack of Economic Intelligence and some of the Injuries it has Caused Individual and General Welfare since 1860." Rules governing the contest have been prepared, and persons interested may obtain copies of them by addressing the Simonds Economic Prize Contest, 470 Main Street, Fitchburg, Mass.

FARMERS ASK SPECIAL MOTOR LEGISLATION

Headed by W. A. Amos, a deputation from the United Farmers of Ontario appeared before the special legislative committee on the Motor Vehicles Act, asking that special consideration be given the farmers of the province. Following representations by automobile associations the question of prohibiting tractors and threshing machines from using hard surfaced roads had been seriously considered. Mr. Amos thought that legislation of the above nature would work a serious hardship on farmers. They realized that the cleats on tractor wheels did cut up hard surfaced roads, but it would require at least two days' work on the part of the tractor owner to remove them each time he came to one of the forbidden sections.

The deputation also opposed the suggestion to license all drivers, and the proposal to force all vehicles to carry lights after dusk. These they thought would cause considerable trouble to farmers. Mr. Amos asked why it was thought necessary to give police cars and newspaper distribution trucks right-of-way over the roads. The press trucks were being recklessly driven and were a menace to the public, he stated.

Standardization of turning and stopping signals and uniform parking regulations for the province were approved. The deputation also put itself on record as favoring the abolition of the searchlight.

Western Canada News

W. A. Ivers is commencing a hardware business at Regina, Sask.

John Cleverley, hardware, Strasbourg, Sask., has sold to E. C. Arthur.

Parkinson Hardware, Tompkins, Sask., is succeeded by J. H. Nelson.

E. G. Paddon, hardware merchant, Calgary, Alta., is reported to be selling out.

G. W. Endress, of Moncrieff & Endress Ltd., manufacturers' agents, Winnipeg, has just returned from a business trip to U. S. and eastern cities.

C. C. Craig of the C. C. Craig Co., manufacturers' agents, Winnipeg, has returned from a business trip throughout the western provinces and reports that business is showing a slight improvement.

The death is announced of W. H. Sparling who for some years conducted a hardware business in Minnedosa, Man., but who some four years ago retired and removed to Winnipeg. He had been mayor of Minnedosa during his residence there. Born in Seaforth, Ont., he was 62 years of age at his death. He went west in 1876 locating at Portage la Prairie before going to Minnedosa.

OVERFLOW OF HARDWARE CLERKS AT VANCOUVER

Wholesale houses at Vancouver report many requests during the last couple of weeks to place hardware clerks who have come to the coast from various stores on the prairie. Dealers point out that the condition of trade does not warrant taking on any extra help and that in several cases, they are taking care of members of their staffs whom they could at present do without.

WALTER STUART APPOINTED MANAGER OF THE MANITOBA STEEL & IRON CO.

Winnipeg.—Walter Stuart, formerly secretary-treasurer of The Manitoba Steel & Iron Co., Ltd., Winnipeg, has been appointed manager and takes over his new duties on the resignation of Charles A. Monkman who has held the position for the last five years. The Manitoba Steel & Iron Co. is a lineal descendant of the manufacturing companies—The Manitoba Bridge & Iron Works and The Manitoba Steel Foundries, Ltd., Selkirk. In speaking of business conditions, T. R. Deacon, president, said that country blacksmith shops, carriage shops and hardware stores are beginning to place orders for new stocks and business since the marketing of the crop has shown an improvement. The increased prosperity of the farmers following the good crop this year is given as the reason.

O. L. Lewis, representing Gerstendorfer Bros., New York, U. S. A., manufacturers of Sapolin, was a business visitor to Winnipeg.

R. F. Johnstone, buyer for the J. H. Ashdown Hardware Co., Ltd., of Saskatoon, Sask., is on a business trip to Winnipeg, Toronto, London and other points.

Join The 1922 Hardware and Metal Christmas Window Contest

Bigger and Better Than Ever Before

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

The contest closes on Monday, January 1, 1923. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

ACETYLENE HOT PLATES

McLeod Brothers, Milan, Que.—Kindly inform us who makes acetylene hot plates.

Answer: The Prest-O-Lite Co. of Canada, Ltd., Toronto.

"BELLE OAK" HEATER

Carter Bros., Picton, Ont.—Would you please advise us who manufactures the "Belle Oak" heater?

Answer: The McClary Manufacturing Co., Ltd., London, Ont.

GOLD MEDAL FURNITURE CO.

Reid's Hardware, Capreol, Ont.—Would you kindly advise us the address of the Gold Medal Furniture Co.?

Answer: This company is located at Racine, Wis.

SUPERB QUEBEC NO. 80

J. W. Richardson, North Bay, Ont.—Kindly advise who manufactures the Superb Quebec stove No. 80.

Answer: The Happy Thought Foundry Co., Ltd., Brantford, Ont.

"EVEREDY" BOTTLE CAPPER

Messrs. Henri Jalbert, Chicoutimi, Que.—Would you please advise where the Everedy bottle capper is made?

Answer: The Everedy Bottle Capper Co., Frederick, Maryland, U.S.A.

"CANNON BALL" HANGERS

Fennell & Chandler, Charlottetown. P. E. I.—Please give us the address of manufacturers of the "Cannon Ball" barn door hangers and track.

Answer: Messrs. Hunt, Helm & Ferris Co., Harvard, Ill.

OIL BURNERS

Diamond & Hyde, Belleville, Ont.—Kindly advise where we can procure oil burners to install in domestic furnaces.

Answer: The Fess Oil Burner Co. of Canada, Ltd., Toronto, and S. Aikens, Limited, Ottawa.

TABLE OIL CLOTH

The Mills Hardware Co., Ltd., 95 King St., E., Hamilton—Would you advise us the names and addresses of manufacturers of table oil cloth?

Answer: The Dominion Oil Cloth & Linoleum Co., Ltd.. Montreal, and the Canadian Oil Cloth Co. at Cornwall, Ont.

CHEMICAL CLOSETS

S. Schwanz, Rocanville, Sask.—Kindly advise names of manufacturers of chemical closets.

Answer: The James Morrison Mfg. Co., Toronto; The S. H. Whyte Co., Winnipeg; The Steel Trough & Machine Co., Tweed, Ont., and Kaustine, Limited. Toronto.

"CORONA" RANGE

The Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—Would you kindly advise us who manufactures a range by the name of "Corona"?

Answer: The Tudhope-Anderson Co., Ltd., of Orillia, Ont. They also have a branch at Winnipeg.

SHOW CARD LETTERING

La Compagnie Martineau, 135 St. Joseph St., Quebec, Que.—Can you inform us where we can procure an illustrated book on show window cards?

Answer: Books on show card writing are published by The United Publishers Corporation Book Co., 243 West 39th St., New York City, and the Thompson School of Lettering, Pontiac, Mich.

LIVE STOCK MARKERS

Bonthron & Drysdale, Hensall, Ont.—Will you kindly advise us who manufactures cattle markers?

Answer: The Rideau Specialty Co., Smith Falls, Ont.

"TRIUMPH MOGUL" HEATER

The Trites-Wood Co., Ltd., Fernie, B.C.—Kindly advise us who are the manufacturers of the "Triumph Mogul" water tank heater.

Answer: The Dominion Radiator Co., Ltd. Toronto.

NEW EMPRESS RANGE

The Henderson Hardware Co., Englehart, Ont.—We want repairs for the New Empress range, made by the National Mfg. Co.

Answer.—The repair parts for all stoves and ranges made by the National Mfg. Co., Ltd., are still being handled at their Ottawa branch.

APEX ELECTRIC SWEEPER

Messrs Brown & Newell, Aylmer, Ont.—Kindly advise who manufactures the Apex electric sweeper.

Answer.—The Apex Electric Manufacturing Co., 1067 East 152nd. St., Cleveland, Ohio.—The Canadian branch is at 102 Atlantic Ave., Toronto.

GLOBES FOR INVERTED GASOLINE LAMPS

R. E. King, Maitland, N.S.—What firms in the United States are making globes for inverted gasoline lamps?

Answer.—The American Gas Machine Co., Albert Lea, Minn. Also MacBeath-Evans Glass Co., Pittsburgh, Pa., and the Gill Bros., Co., Stubenville, Ohio.

METAL CEILINGS

Jesse Wood, Brantford, Ont.—Kindly advise me where I can secure metal ceilings.

Answer.—The Pedlar People, Oshawa, Ont.; A. B. Ormsby, Ltd., Toronto; McFarlane & Douglas Co., Ltd., Toronto; Metallic Roofing Co., Ltd., Toronto; Metal Shingle & Siding Co., Preston, Ont.; Crossen Metal Works, Ltd., Winnipeg, Man.; Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

CARPENTERS' APRONS

G. & A. Gardiner, Ltd., Sarnia, Ont.—Where can we procure carpenters' aprons suitable for putting on our name for advertising purposes?

Answer.—Messrs. Scythes & Co., Ltd., 9 Church St., Toronto.

RAYBONE RULE

The Saskatoon Hardware, Ltd., Saskatoon.—Kindly advise if the raybone rule is carried in this country by any distributor, or if we would have to import it direct from the Old Country.

Answer.—Messrs. T. Mortimer Co., manufacturers' agents, of Toronto, have the distributing agency for this product.

FIRE PLACE MANTELS

Klinek's Hardware, Elmira, Ont.—Kindly place before us the names of manufacturers of fire place mantels.

Answer.—

Marble

Smith Marble & Construction Co., Montreal.

Pressed Brick

Milton Pressed Brick Co., Milton, Ont.

Wood.

A. W. Allen & Son, Middleton, N. S.; P. E. Bourassa & Son, Montreal; Burton & Baldwin Mfg. Co., Hamilton; Canada Glass Mantels & Tiles, Ltd., Toronto; Christie Woodworking Co., St. John, N.B.; Lea Paul Co., Moncton, N.B. Paquet & Godbout, St. Hyacinthe, Que.; Robert Reid Co.. Montreal; Rhodes, Curry Co., Amherst, N.S; Schultz Bros. & Co., Brantford, Ont.; Wilson Bros., Ltd. Collingwood, Ont.

SUPER CEMENT

W. A. Lambert, Hardware Merchant, Beaverton, Ont.—We are having difficulties in securing super-cement. Would you kindly put us in touch with the right source?

Answer.—The Superb Cement Company, Mount Dennis, Ontario.

TRIUMPHANT HIGH WHEEL LAWN MOWER

Messrs. R. Chestnut and Sons, Fredericton, N.B.—We would be obliged if you could tell us who are the makers of the Triumphant high wheel lawn mower.

Answer.—The American Lawn Mower Company, of Muncie, Indiana, make a Triumph ball-bearing machine. The F. & N. Lawn Mower Company, of Richmond, Indiana, make a mower called the Triumph high wheel.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of November and December, 1902:

"J. & P. D'Avignon, manufacturers of stoves, Montreal, have registered."

"J. F. Stevenson & Co., hardware merchants of Hamilton, Ont., have sold out to Bradley Bros."

"The Fairbanks Company are giving considerable attention to their new machine tool department. T. S. Stephens is head of this branch."

"The Canada Paint Co. are well to the front as regards the manufacture of paris green. They have started to manufacture in Toronto and Montreal and will turn out immediately 250 tons."

"A. Dunn, superintendent of The Consumers Cordage Co., Ltd., Montreal, was presented with an address and silver smoking set by Division No. 2 A.O.H., of which he is president."

"T. B. Lee and J. Hardy, president and secretary respectively of the Canadian Wholesale Hardware Ass'n., have returned from New Orleans where they attended the convention of the National Hardware Ass'n."

"The twenty-second convention of The Sherwin-Williams Co., held at Cleveland, was the largest in the history of the company. President Sherwin and General Manager Cottingham received an ovation when they arose to deliver their addresses."

"The Sherwin-Williams Co. are about to greatly extend their manufacturing operations in Canada. Recently they purchased 120,000 feet of land on Atwater Avenue, Montreal and here they will put up a large plant. The price paid for the land was $20,000."

"The hardware section of the Toronto branch of the Retail Merchants' Association held a meeting this week at which Chairman E. R. Rogers presided. Numerous applications for membership were received and discussion concerned the forthcoming convention of the association at Hamilton in February."

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THERE is the usual proportion of price adjustments in the current hardware markets. Developments include both reductions and increases, however, with easier price levels appearing on such products as pig iron, carpet felt, the Yankee line of ratchet screw drivers and drills, and snowshoes. On the other hand, advances are recorded on barbed wire, plain galvanized wire, coil spring and plain twist wire. A slight advance is also evident on canvas gloves. Paraffine oil climbs up this week, while higher levels appear on certain easier grades of inside and front door lock sets.

The firmer tendency in the market for crude rubber is now reflected on many finished goods, and slightly higher prices early in the New Year would not be surprising on such lines as automobile tires, belting and certain makes of hose. It is not expected, however, that any movement in this direction will affect garden hose quotations until after the booking season a little later in the spring.

The more general arrival of colder weather has not only stimulated the sale of holiday lines, but other seasonable goods now record brisk activity. Much attention is being paid to window displays of Christmas features and gift suggestions. Sustained sales activity is recorded for ash sifters, ice skates, weather strip, cross-cut saws, storm doors, lamps and lanterns, auto tire chains, as well as heaters and companion lines.

Montreal, Que.

MONTREAL, December 14.—A feature of the current hardware markets are the higher quotations on barbed wire, plain galvanized, coil spring, and plain twist wire. Another important change is on spades and shovels, through a revision in discounts, net prices being six per cent. higher. A slight advance is recorded in quotations on canvas gloves. Revisions also appear in the scrap material markets, rubber waste and wrought iron being advanced, while heavy melting steel is lower in price. There is still a firm tone in tin and spelter on primary metal markets and the recent advance in the former has stiffened the solder markets considerably. The trend of raw materials in recent weeks has softened the tone of certain iron and steel products, the lower levels of pig iron and improvement in the coal situation said to be reflecting on soil pipe and fittings.

SLIGHT INCREASE IN BARBED WIRE PRICES

Montreal.

As outlined in last issue of Hardware and Metal barbed wire, with other lines of galvanized wire, is now quoted at slightly higher figures. Following are new net quotations:

BARBED WIRE -

	Per 80 rod reel
2 x 5	3 55
4 x 6	3 85
4 x 4	4 10

Galvanized catch weights, $4.40 per 100 lbs.

HIGHER PRICES ON GALVANIZED PLAIN TWIST

Montreal.

An advance of ten cents per lb. is made in quotations on galvanized plain twist wire, and this is now quoted at $5.30 per 100 lbs.

SPADES & SHOVELS AT REVISED DISCOUNT

Montreal.

An increase of from five to six per cent. is announced in quotations on all grades of spades and shovels. These are now quoted at 50 per cent. off list prices, former discount being 53 per cent. This revision reflects the recent firmer tendency in many hardware lines of steel manufacture because of higher raw material costs.

FIRMER MARKET TONE DISPLAYED IN SOLDERS

Montreal.

Tin on primary metal markets continues in a very strong market position and solder prices are now described as firm. No changes are made at the present time but with the present tendency remaining in the virgin metal revisions in an upward direction would not be surprising. Spelter is also recorded as maintaining its more recent strength and lead is steady to firm. With these metals in their present position other lead products are also placed on a firm market basis.

ACTIVITY STILL EVIDENT IN CORRUGATED

Montreal.

Although the season for corrugated sheets is now well advanced dealers still describe the movement as seasonal, while much quieter than during the fall months. The usual dullness of winter months, however, is looked for at any time, one local manufacturer stating that they expected little further activity after the middle of this month. During the quiet season there is usually a little easier tone in the market for these products, but with galvanized sheets displaying a firmer tendency this season the undertone of the market is now said to be quite steady. Unchanged list prices and discounts are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

GALVANIZED COIL SPRING WIRE ALSO INCREASED

Montreal.

An advance corresponding with that announced on other galvanized wire is made on coil spring and No. 9 is now quoted at $4.10, No. 12 at $4.25 per 100 lbs.

WROUGHT PIPE MARKET RETAINS FIRMNESS

Montreal.

The undertone of wrought iron and steel pipe is said to be one of the strongest in the steel industry, this tendency having been well maintained for some weeks past. The delivery problem on raw materials, while improved, is still a strong factor in the market and demand is also keeping up in good volume notwithstanding the season of the year. In southern primary markets much the same conditions exist, and although there is a slight weakening in other steel pro-

ducts with pig iron and coke on a lower price basis, chances of an easier feeling in the wrought pipe market are considered remote for some little time.

HIGHER QUOTATIONS ON PLAIN GALVANIZED WIRE

Montreal.

Slightly higher quotations are announced on all gauges of plain galvanized wire. No. 9 will now sell at $4.05, No. 12 at $4.20 and No. 13 at $4.30 per hundred pounds.

TROUGH AND CONDUCTOR PIPE ON DULL MARKET

Montreal.

The dull season for eavestrough, conductor pipe and elbows is now at hand, manufacturers and distributors reporting very little doing. Current quotations are unchanged with a steady to firm tone in the market owing to the slight firming in galvanized sheets at production centres. Following are list prices and discounts:

EAVESTROUGH:

O. G. round and half round, per 100 ft. 8 in., $16.90; 10 in., $18.70; 12 in., $22.20; 15 in., $29.80; 18 in., $37.80.

O.G. Square bead, per 100 ft.: 8 in., $15.90; 10 in., $17.70; 12 in., $21.20; 15 in., $28.80; 18 in., $36.80.

Discount 70 per cent.

CONDUCTOR PIPE—Round, Plain and Corrugated. per 100 ft.; 2 in., $18.40; 3 in., $22.30; 4 in., $29.60; 5 in, $40.00; 6 in, $49.00; 6 in., $49.00.

Discount 70 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated, price per doz. 2 in., $5.25; 3 in., $6.00; 4 in., $10.50; 5 in., $24.00; 6 in., $29.00.

Discount 60 per cent.

SLIGHT REVISIONS IN SCRAP MATERIAL MARKETS

Montreal.

There is little trading again reported in scrap metals and all lines have a very dull market tone. Slight revisions, however, are made in quotations on some materials, rubber shoes showing a further slight increase, also wrought iron scrap. Heavy melting steel is again easier and nominal prices are reduced one dollar per ton. There has been a little inquiry for iron and steel, but this has now subsided into a state of dullness. Following are average dealers' buying prices:

SCRAP—

Automobile Tires	0 40
Rubber Shoes	0 02¾
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04½
Lead, heavy	0 04½
Lead, tea	0 03
Heavy copper	0 11½
Wrought iron, R. Rd. No. 1 per gr. ton	11 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 00 9 50
No. 2 busheling	3 00
Boiler plate	8 00 to 9 00
No. 1 machinery cast	20 00 22 00

MAY BE HIGHER QUOTATIONS ON AUTO TIRES

Montreal.

Manufacturers of rubber products now describe the market for their products as being very firm, with the improvement in crude rubber during recent weeks. For many months this tendency has not been noted and its present appearance is welcomed by producers of finished products who state that some of their lines are selling today at very low prices. This would especially apply to automobile tires. With raw materials continuing on a steadily rising market higher prices on such lines as tires, belting, steam hose, fire hose and larger sized water hose, etc., are thought probable after the first of the year. Garden hose prices are expected to remain unchanged until after the booking season later in the spring.

NO FURTHER CHANGE RECORDED IN RANGE BOILERS

Montreal.

Range boilers are now selling at revised quotations announced at the first of the month, and although the season is advancing a fair amount of business is still in evidence. Dealers, however, anticipate a slackening at any time as the approach of the holiday season usually brings the close of the heavier movement in these products. Prices are firm at following list and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent. Extra heavy, 30 per cent.

ADVANCED PRICES ON COTTON GLOVES

Montreal.

Canvas gloves are now on a firmer basis, quotations being advanced five per cent. Following are new prices:

COTTON GLOVES—	Per doz.
Plain	140
Knitted wrist	200
Jersey, men's size	2 70
Striped, knitted wrist	2 50

RAW MATERIAL TREND AFFECTS SOIL PIPE

Montreal.

Current discounts on soil pipe and fittings are unchanged with a slightly easier tone in the market. Considering the trend of pig iron, and the improvement in the coal situation, there is a possibility of a price change in a downward direction at a little later date, according to one local dealer. Prevailing quotations are:

SOIL PIPE—

2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net

Fittings—

2 and 6 inch	45%
8 inch	net

RADIATORS AND BOILERS ENTER QUIETER PERIOD

Montreal.

Following a brisk trade during past months, radiators and boilers are now entering a quieter period, and sales have fallen off to quite an extent during the last week or so. This is not surprising and manufacturers describe the present movement as seasonal. There are also said to be prospects for a moderate amount of business in the following weeks.

Commenting on business this season one manufacturer stated that heating systems had been in good demand practically all through the past season and producers were well satisfied with records up until the present time. No change has been made in the following quotations:

RADIATORS AND BOILERS—

Radiator list prices are for 1, 2, 3, 4 and 5 column radiators, per sq. ft.

45 in., to 38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 4 in, $1.55; 13 in., 1.60. Discount 55 per cent. for hot water, and 56 per cent. for steam.

Wall radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05; Discount 52 per cent.

Boilers—Round hot water boilers, sizes from 0 to 10, 60 per cent. off list.

Square or sectional hot water or steam boilers, 15 in., 15 per cent.

Square or sectional water boilers, 19 in., to 36 in., 20 per cent.

Square or sectional steam boilers, 19 in., to 36 in., 17 per cent.

Ontario Government trimmings, 15 per cent.

Round steam boilers, standard trimmings, 28 per cent . Ontario Government trimmings, 25 per cent.

F.o.b. Montreal, Toronto, Guelph.

MINOR CHANGE IN BAR PRODUCT MARKET

Montreal.

Conditions on the local market for bar iron and steel might again be described as seasonably quiet with little or no variation in current prices. Some are still of the opinion that slightly easier quotations may develop in face of the dull period during the following months, while others point to the delivery problem as offsetting this tendency to a great extent.

IRON AND STEEL—

Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

MODERATE TRADE REPORTED IN SHEET MARKETS

Montreal.

There is very little change on the local sheet markets, prices remaining at former levels and trade continuing in moderate proportions, although the sales movement in general was describ-

ed by one large distributor as slightly improved over the previous few weeks. In black sheets there is a little easier tone and one firm has slightly reduced quotations but this movement is by no means general as yet. In galvanized a steady to firm tone is recorded with these sheets still showing more activity than other lines. Tin plate and terne plate also have a steady undertone with little or no change in the market.

BLACK SHEETS—

10 gauge, base	4 25
12 gauge	4 35
14 gauge	4 45
16 gauge	4 55
18—20 gauge	4 80
22—24 gauge	4 85
26 gauge	4 90
28 gauge	5 10

GALVANIZED SHEETS—

	Queen's Head	Fleur de Lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 70	6 45
22 gauge	6 65	6 40
18—20 gauge	6 40	6 15

Other Brands—

10¾ oz.	7 00	—
82 U. S. base	6 50	—
26 U. S. base	6 25	—
24—22 gauge	6 10	—
20—18 gauge	5 90	—
16 gauge	5 75	—

Above price sare for ½ ton lots in English iron and 1000 lb. lots in American iron with an extra charge of 25c. for less quantities. Extra for sheets 3 ft. wide 28 gauge and 10¾ oz., 20c. per 100 lbs.

Further extra for sheets 4 ft. wide according to gauge.

TIN PLATE—

20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00

TERNE PLATE—

20 x 28 IC, 112s, 200 lb.	12 50
20 x 28 IC, 112s, 214 lb.	13 00

CANADA PLATE—

Half bright 52s	4 85
Half bright 60s	4 90
Blued 52s	5 10
Blued 60s	5 15
Welsh, polished, 52s	6 50
Welsh polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized 60s	7 75

Toronto, Ont.

TORONTO, December 14.—A complexity of market developments again features current hardware prices. Both declines and advances are more numerous. Easier quotations appear on mineral surface roofings, as outlined in last week's issue, while a slight readjustment is noted on some lines of building paper, including dry and tarred fibre and also heavy straw sheathing. A reduction is in effect in some quarters on carpet felt. Another decline has featured pig iron.

Galvanized wire prices move up ten cents, while a similar revision is made in coiled spring wire and barbed wire. Sash weight quotations are advanced locally, on both solid and sectional. Higher prices are also recorded on the cheaper grade of inside and front door lock sets. Paraffine oil also climbs up. There is some anticipation of an upward price revision on asbestos pipe covering at an early date. Further slight increases are also described as pending in cotton wastes.

GALVANIZED WIRE QUOTATIONS MOVE UPWARD

Toronto.

As briefly foreshadowed in last week's issue of Hardware and Metal, higher price levels have appeared on galvanized wire and kindred lines. The general advance is ten cents per cwt.

Galvanized wire, No. 9, is now priced at $4.05, and No. 12 at $4.20.

Coiled spring wire, 9 gauge, has been advanced to $4.10, with No. 12 at $4.25.

Barbed wire has also been revised, 4 x 6 now being priced at $3.85 per reel of 80 rods, and 4 x 4 at $4.10 for similar quantities.

PRICES ON PARAFFINE CLIMB UPWARD

Toronto.

An advance of 2½ cents per gallon is effective this week on paraffine oil. This revision brings the current list price up to 19 cents per gallon, subject to the usual discount of 15 per cent. No other developments are recorded in the oil market, coal oil remaining steady, while gasoline remains in a seasonally quiet state.

HIGHER QUOTATIONS ON SASH WEIGHTS

Toronto.

Sash weights have been advanced in price this week, the extent of the increase being twenty-five cents per cwt. This revision brings local prices on solid up to $3.00 and on sectional to $3.25 per cwt.

HIGHER PRICES ON INSIDE DOOR SETS

Toronto.

An advance has been made in prices on the cheaper lines of inside and front door lock sets. The cheaper inside are now being quoted at $8.59 per dozen sets. The market is described as very firm, with other lines increased in proportion.

REDUCTION OF TEN CENTS ON CARPET FELT

Toronto.

A reduction of ten cents per 100 pounds in announced in local quotations on carpet felt. This revision brings the current level to $3.90 per cwt.

REDUCED PRICES ON MINERAL SURFACE ROOFING

Toronto.

A reduction of fifteen cents per square is now made by manufacturers on the mineral surface roofings in both 18 and 36 inch widths. This development was briefly foreshadowed in last week's market report. The revised quotations are inserted on the current market pages.

READJUST PRICES ON BUILDING PAPERS

Toronto.

As briefly outlined in last week's issue of Hardware and Metal some readjustments have been made in quotations on building papers. This change affects both dry and tarred fibre No. 2, grades, the extent of the reduction being ten cents per roll. A corresponding decline is also in effect on heavy straw sheathings, both dry and tarred. The new quotations are contained in the current market price pages.

ANOTHER REDUCTION IN PIG IRON PRICES

Toronto.

Another reduction is recorded this week in pig iron prices, the extent of the current decline being $2.00 per ton. This development is in line with the easier levels foreshadowed in former issues of Hardware and Metal, and brings prevailing quotations to $30.80. It is pointed out, however, that the feeling prevails as to these levels being generally considered representative of existing values. Shipments of stocks of Scotch iron are stated to have ceased with the closing of navigation. Placing of orders for first quarter are reported at the revised levels. Just what effect this further reduction will have upon relative products is considered problematical, the situation in general being described as a natural step towards stability, a tendency more or less prevalent at this time.

MODERATE BUYING THE RULE IN IRON AND STEEL

Toronto.

December is the month for inventories and from now on until the end of the present year, it is the general opinion that only the most urgent and necessary supplies will be purchased. The opinion is also expressed that current stocks, both at warehouses and in the possession of consumers, are at a minimum. Quotations remain on a steady basis, with prospects for an increased volume of business in the coming year now attracting attention.

IRON AND STEEL—

Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	**7 00**	**8 00**
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

FIRM UNDERTONE NOTED IN SASH CORD

Toronto.

It is noted that quotations on sash cord in United States markets have advanced two cents per pound. In discussing this development with local distributors it was pointed out that trade in this line is falling off at this time of the year, otherwise the change might have had more effect on domestic levels. The cotton market is still firm, however, and it is stated that should any further increases be recorded in primary markets, such revisions would most probably be reflected in future quotations. At the present time, however, no changes are anticipated locally.

LOOK FOR PRICE REVISION IN ASBESTOS

Toronto.

The asbestos market continues to gradually improve. No change has yet developed in local quotations, however, manufacturers stating that present discount levels are generally expected to stand for a week or two. There are indications that some revision will be made prior to the New Year, however. It is noted that eastern centres have already recorded certain advances. Following are prevailing prices:

ASBESTOS PRODUCTS—

Pipe Covering—	
Air cell, 4 ply	60 per cent. off list.
Air cell, 3 ply	65 per cent. off list.
Air cell, 2 ply	67½% off standard list.
Boiler Covering	$1.50 per bag
Asbestos Sheathing	$6.75 per 100 lbs.
Magnesia pipe covering	less 40%

BOILER TUBES IN MODERATE DEMAND

Toronto.

Boiler tubes are now in moderate demand only, as it is pointed out that the former rush to obtain supplies for repairs and renewal of heating equipment for the cold weather months is now practically over. Supplies continue difficult to secure promptly, however, with prices generally remaining steady at the recently readjusted levels. Following are average prevailing quotations:

BOILER TUBES—

	Seamless	Lapweld
¾ inch	19 00	....
1 inch	20 00	....
1¼ inch	22 00	....
1½ inch	24 00	....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	21 50
2½ inch	27 00	23 50
3 inch	34 00	28 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	50 00	42 00

ROPE BOOKINGS REACH FAIR VOLUME

Toronto.

Bookings for spring requirements of rope and cordage are now being taken and are reported in fair volume. Most sections are slightly ahead of last year in this respect. It is pointed out that the recent reductions in price have offered an inducement for buyers to purchase for future. The undertone of the market in general is now described as firm, with some improvement in trade conditions. Manilla is on a steady basis, while neither jute nor hemp show any signs of weakness. Cotton rope is held at advanced prices given some time ago, and while the strength of the cotton market has recorded some fluctuations, there is no indication of an easier tendency, at present.

DULL CONDITION EVIDENT IN SHEET MARKET

Toronto.

With the arrival of cold weather and the annual inventory period, current trade in galvanized and black sheets is generally recorded as dull. It is pointed out that this condition is not unusual for this time of the year, however, and while the movement of sheets is undoubtedly restricted, yet this condition is only of seasonal duration. Following are unchanged local quotations on sheets and tin plates:

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	**6 20**
22	6 05

An extra 40c. per 100 lbs. is charged for Key stone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—

10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35

BLACK SHEETS—

18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

FAIR SEASONAL ACTIVITY IN PIPE FITTINGS

Toronto.

The installation of fall and winter heating equipment has reflected in the current movement of pipe fittings to a seasonable extent, and distributors record that a fair amount of activity is evident. This condition is slightly ahead of the movement noted at this time last year. No price revisions have been made, quotations on these products remaining on a steady basis during recent weeks.

PIPE FITTINGS—

Cast iron fittings	27%
Plugs, case iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922.
Discount, Classes, A B and C, less 70 per cent.

RUMOR OF FURTHER INCREASE IN WASTE

Toronto.

The revised quotations on cotton wastes, continue to reflect the firm trend of primary markets. Distributors state that there may be some further upward price revisions on cotton wastes early in the New Year, such a development depending upon the movement of raw cotton and basic elements in general. Following are prevailing quotations:

COTTON WASTES—

Cream, polishing	$ 0.19
White, XXX	0.19
XX	0.17
X	0.16
XC	0.14½
XXX, extra	0.17
XX, grand	0.16
XLCR	0 15
X, Empire	0 13½
X press	0.12
Colored, No. 1	0.13½
No. 17	0.12½
No. 1A	0.11½
No. 1B	0.10½
Fancy	0.14
Lion	0.12½
Standard	0.11
Popular	0.09½
Keen	0.08

Above lines subject to trade discount for quantity.

ONLY OCCASIONAL TRADE IN CEMENT

Toronto.

Only occasional trade is now recorded in cement at this time of the year. Current conditions are comparatively dull, now that construction work is practically completed for the year. No change has been made in quotations, the following being existing local levels:

CEMENT—Carload Lots—

Per barrel	3 63
Less Carload Lots—	
Per barrel, f.o.b. yard	4 35
Per barrel, delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

SLIGHT IMPROVEMENT IN SCRAP METALS

Toronto.

Copper scrap business locally has improved and prices are firmer. The demand which has been awaited for so long has apparently arrived and a better

trade in red and yellow metals is anticipated throughout the metal industry. Sales have been consummated at higher figures than formerly prevailed.

White metals have also shown some improvement. The cast iron market is slow, owing to the continued weakness of pig iron and the fact that grey iron foundries have completed their orders. Heavy melting steel is active with fractional gains and borings and turnings are in great demand.

Scrap rubber has been moving along at a better pace. Following are the usual averages of dealers' buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron	
Heavy melting steel	10 00
Scrap pipe	7 00
Steel turnings	10 00
Malleable scrap	10 00
Rails, scrap	11 00
Net tons—	
No. 1 cast	18 00
Stove plate	14 00
Car Wheels, (std.)	14 50
Scrap Metals	
Heavy copper wire	11 00
Light copper	9 00
No. 1 composition	9 00
Red brass turnings	7 00
Light brass	4 50
Heavy yellow brass	5 25
Heavy lead	4 50
Tea lead	3 00
Scrap zinc	3 50

Scrap Rubber		
Boots and shoes	2 25	2 75
High rubber boots	1 50	1 75
Auto tires	0 25	0 50
Solid tires	0 60	1 00

QUIETER TRADE FOR TROUGH AND PIPING

Toronto.

Business in eavestrough, conductor pipe and elbows is now falling away as regards volume, due to the arrival of cold weather and the consequent completion of building activity. Current trade is usually on a moderate basis at this time of the year, however. Quotations on these products remain unchanged, following being lists and discounts:

TROUGH (Eave)—

O. G. Square Bead—

Per 100 ft.		Per. 100 ft.	
8 inch	$15 90	15 inch	$28 80
10 inch	17 70	18 inch	36 80
12 inch	21 20		

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cent.

CONDUCTOR ELBOWS—

Plain, round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

DULLNESS KEYNOTE OF MARKET IN CORRUGATED

Toronto.

Dullness characterizes the current condition of corrugated sheets, the market being inactive at this period. With the completion of building schedules and the arrival of colder weather, prevailing interest is naturally on a subdued basis. No variation has been made in quotations, both lists and discounts remaining unchanged. It is pointed out that the inventory period also contributes to the low condition of stocks.

CORRUGATED SHEETS—

	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 26 U. S. gauge	8 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins 75 cents per sq. extra.

INGOT METALS RETAIN BETTER POSITION

Toronto.

The non-ferrous metal market shows no outstanding feature locally and domestic demand continues on a moderate basis. Copper is firming up again. Another sharp rise is recorded in tin on outside markets. Spelter quotations are considered strong and likely to record further increases.

COPPER.—Consumers of copper are exhibiting a recovery of interest, this being attributed to recent developments which tend to strengthen the position of producers. The expectation that some firmer prices will be recorded in the near future under the pressure of any continued movement in this direction is now prevalent.

TIN.—There have continued certain fluctuations in the London tin prices but this has been largely offset by the advance in sterling exchange. The domestic market is quiet, but the price trend has shown little variation, the local level being unchanged. A recovery on outside centres is generally looked for.

LEAD.—Prices on this metal continue on a steady basis, but the upward tendency is not nearly so distinct as formerly. Consumers are evidently well covered at the present time for their needs. This condition is different from that of a month or so ago, when consumers were seeking the market on account of slow receipts from the producers.

SPELTER.—The domestic zinc market remains quiet but the general position is described as fairly steady. There has been little change in either local or primary market prices, although the tone of certain outside centres is reported as slightly easier.

ANTIMONY.—This market locally is dull, with primary centres also recording a quiet condition. The current demand is just on a moderate scale. Prices, however, remain unchanged.

ALUMINUM.—Inquiries for aluminum are relatively few, but the market in general continues on a steady basis, with quotations at former levels.

INGOT METALS—

Copper	17 25
Tin	41 00
Lead	7 50
Spelter	9 50
Antimony	8 50
Aluminum	22 00

London, Ont.

LONDON, December 14.—Hardware business here continues seasonably good with Christmas lines in brisk demand. Merchants are giving attention to attractive window displays of holiday lines and gift suggestions and are getting good results from their efforts. Few price changes go into effect this week, most lines remain firm and steady.

BRISK SALE OF NAILS STILL EVIDENT

London, Ont.

A good seasonable sale is still evident for nails. Prices remain unchanged at the following levels:

Wire nails, base, $3.75 per keg.
Cut, do., base, $4.60 per keg.

SEASONAL CALL FOR AUTO TIRE CHAINS

London, Ont.

There has been a good demand for auto tire chains during the past few days in this district. Current quotations on the Rid-o-Skid and Weed chains remain unchanged at 25 per cent. off list from 1 to 10 pair, and 30 per cent. off from 11 to 49 pair.

FAIRLY GOOD SALE RECORDED FOR ICE SKATES

London, Ont.

A fair proportion of sales is generally recorded for ice skates. Quotations remain unchanged at former levels; the present level on the Starr line being list less 30 per cent.

TURPENTINE PRICE REMAINS AT REVISED LEVEL

London, Ont.

The local price of turpentine holds at the reduction recorded last week. At this lower level, sales are seasonably fair.

TURPENTINE

1 bbl. lots, $2.15; Imp. Gal.; 2 to 4 bbl. lots, $2.14 Imp. Gal.; 5 Gal lots, $2.30 Imp. Gal.

LOWER QUOTATIONS APPEAR ON SNOWSHOES

London, Ont.

Quotations on snowshoes are lower this season. Following are some of the new prices in effect locally:

SNOW SHOES—

	Pair
No. 3 Boys 10" x 33"	2 20
No. 23 Ladies 11" x 36"	2 60
No. 22 Men's 12" x 42"	3 10
No. 20 Men's 14" x 42"	3 35
No. 30 Shanty 16" x 42"	3 60

REDUCTION ON YANKEE RATCHET DRIVERS AND DRILLS

London, Ont.

Revised price levels, representing a

reduction of approximately 7 per cent. appear on the Yankee line of ratchet screw drivers and drills. It is stated that this easier level is not caused by any lowering of factory costs, but on account of the difference in duty on nickel-plated carpenter tools. New prices follow:

RATCHET SCREW DRIVERS—

No. 11 x 2"—$7.35 doz.; 11 x 3"—$9.01 doz.; 11 x 4"—$10.12 doz.; 11 x 5"—$10.59 doz.; 11 x 6"—$11.90 doz.; 11 x 8"—$13.48 doz.

No. 12—$10.50 doz.

No. 15 x 3"—$8.40 doz.; 15 x 4" $8.75; 15 x 5"—$9.10 doz.

No. 20 x 1"—$21.52 doz.; No. 20 x 2"—$25.02 doz.; 30—$33.69 doz.; 31—$45.24 doz.; 35—$25.02 doz.; 130—$38.50 doz.; 131—$51.98 doz.

AUTO DRILLS —

No. 40—$32.72 doz.; 41—$29.22 doz.; 48—$14.61 doz.; 44—$35.18 doz.

HIGHER LEVEL ON SPADES AND SHOVELS

London, Ont.

New higher prices are now in effect on spades shovels and scoops, this being for present and spring booking. The revised discount is less 50 per cent., this change representing an advance of around 6½ per cent.

New net prices on some of the good selling lines of spades and shovels follow:—

SPADES AND SHOVELS—

	Doz.
Black Cat and Star	12 00
Fox and Olds	12 50
Bull Dog and Jones	14 50

SCOOP SHOVELS—

	Black Cat	Moose
No. 2	16 00	17 25
No. 4	16 70	17 95
No. 6	17 40	18 65
No. 8	18 10	19 35
No. 10	18 80	20 05

NOTE:—These prices are for black finish. Add $1.00 per dozen for polished.

LINSEED MARKET IN STEADY POSITION

London, Ont.

Linsed oil prices remain unchanged this week, with the tone of the market and the volume of current trading practically steady.

LINSEED OIL—

	Raw Imperial Gal.	Boiled Gal.
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less Barrels, Add 15c. Gallon.

SEASONAL MOVEMENT OF LAMPS AND LANTERNS

London, Ont.

There is an exceptionally good sale for gasoline lamps and lanterns. Current quotations on the Coleman line are as follows:

LAMPS AND LANTERNS—

	Each
Lanterns, No. 327	7 00
Lamps, No. 307, Plain Shade	8 25
Lamps, No. 329	8 25
Lamps, No. 317F, Fringed Shade	9 25
Lamps, No. 324c Green Tinted Shade	9 25
Lamps, No. 318c Tan Tinted Shade	9 25
Mantles for Lamps and Lanterns doz.	0 90

ACTIVE SALES RECORDED FOR STORM DOORS

London, Ont.

Dealers record a brisk sale for storm doors and also for the combination storm doors. Following are current unchanged quotations on the Sanderson-Harold make:

STORM DOORS—

	Doz.
No. 60 Grained Only	30 00
No. 61 Grain Filled and Varnished	36 00

COMBINATION DOORS—

No. 80 Grained Filled. and Varnished per dozen	64 00

SUSTAINED ACTIVITY NOTED IN CROSS CUT SAWS

London, Ont.

Brisk activity is being recorded for crosscut saws, the movement of these products keeping up in good proportion. Following are present levels on the Maple Leaf line:

CROSS CUT SAWS—

Premier, Lance, Racer, Pangburn—5 ft.—$5.50 ea.; 5½ ft.—$6.25 ea.; 6 ft., $7.25 ea.

Arrow Head—5 ft.—$5.50 ea.; 5½ ft—$6.25 ea.; 6 ft.—$7.25 ea.

WEATHER STIMULATES SALE OF ASH SIFTERS

London, Ont.

The colder weather experienced has assisted materially in the movement of ash sifters. Prices on these goods are unchanged at the following levels:

ASH SIFTERS—

Common Wood Sides	Doz.	2 75
Banner, No. 2	Each	2 65
Banner, No. 3	Each	1 95

WEATHER STRIP AMONG BRISK SELLING LINES

London, Ont.

Weather strip continues to be numbered among brisk selling seasonal lines. Prices are, however, on a steady level at present. Following are existing prices:

WEATHERSTRIP—

Frost King—$5.00 doz.; Wood and Felt, 50/5 per cent. off list. Bronze, 1⅛" $1.05 per carton; Bronze 1¼" $1.12 per carton; Bronze, 1½" $1.15 per carton.

Winnipeg, Man.

WINNIPEG, December 14.—The arrival of colder weather has stimulated the movement of many winter lines and wholesalers report that sorting orders have been very satisfactory. Retailers indicate that trade is fair, as seasonable weather is assisting the call for Christmas goods. Collections are showing a slight improvement. Cotton waste has shown a slight advance. Galvanized range boilers are ruling firm and manufacturers have advanced their quotations but jobbers are quoting at the old prices.

LUMBERING TOOLS IN SEASONAL MOVEMENT

Winnipeg.

Wholesalers report that sales of lumbering tools have been very satisfactory and repeat orders are arriving in good volume. Some of the popular lines of peavies, round chain hooks and grab hooks are quoted as follows:

LUMBERING TOOLS—

Peavies—No. 5	40 30
Round Chain Hooks No. 243	1 10
Do., 244	1 50
Do., No. 245	3 50
Do., No. 247	3 70
Grab Hooks, No. 250	1 10
Do., No. 251	1 50
Do., No. 252	3 50
Do., No. 254	3 70

IMPROVEMENT NOTED IN SPRING PAINT BOOKING

Winnipeg.

Manufacturers state that spring bookings on paints have been heavy and are showing a decided improvement over former records. The demand at present, while naturally falling away, is holding up well considering the time of the year.

CURLING STONES NOW IN BRISK DEMAND

Winnipeg.

With colder weather the demand for curling stones has shown a decided improvement. Blue hone curling stones are quoted at $30.00, with red hone at $33.00.

FLUE BRUSHES NOW AT LOWER PRICES

Winnipeg.

Flue brushes can now be obtained at slightly lower quotations. Flue brushes, 4 inches in diameter are quoted at $4 and 2½ inches in diameter are quoted at $3.20.

TRADE SUBSIDES IN TROUGH AND PIPE

Winnipeg.

Current trade in eavestrough and conductor pipe is described as falling off with the arrival of colder weather. The demand for this line is subsiding due to the fact that building in general has practically reached the stage of completion. Quotations remain unchanged.

EXPECTED ADVANCE IN RANGE BOILER QUOTATIONS

Winnipeg.

There is a firm tone to range boilers and although manufacturers have advanced their prices on same, jobbing houses are still quoting at the old price. An advance is expected to be put into effect at any time.

INCREASED PRICES APPEAR ON COTTON WASTE

Winnipeg.

A slight advance has been reported in quotations on cotton waste. Following are the latest quotations:

COTTON WASTE—

NEH Full Bales	16 00
Broken Quantities, per lb.	0 17
10-lb. packages, per lb.	0 18½
REM Full Bales	18 75
Broken Quantities, per lb.	0 20
Colored Cotton, Full bales	13 50
Broken quantities, per lb.	0 14½
Wool Waste, full bales	20 00
Broken quantities, per lb.	0 21

QUIET CALL FOR CORRUGATED SHEETS

Winnipeg. —

With colder weather the demand for corrugated sheets is quieter and prices show no change.

LINSEED OIL STEADY AT REVISED LEVEL

Winnipeg. —

Prices on linseed oil remain steady at $1.15 per gallon for raw and $1.18 for boiled in barrel lots. There is a fair seasonable sale recorded.

TURPENTINE PRICES ON STEADY BASIS

Winnipeg. —

There is no change in quotations on turpentine. The demand is seasonable at $2.45 per gallon lots.

Hamilton, Ont.

Numerous Hardware Products Receiving Prominence in Holiday Displays

HAMILTON, Dec. 14.—Christmas orders are now shipped and total a good volume. Individual orders cover a better range of lines than in previous years, but with quantities on the conservative side, a good sorting on holiday lines is now evident as the regular swing of Christmas buying is felt. Gift hardware is being featured to a far greater extent this year, and much interest is being displayed in window exhibits of holiday goods in general, these being a distinct improvement over former years. Heating equipment, stoves and gas appliances continue to move out well.

Collections show a satisfactory aggregate for November, the volume increasing to good proportions toward the end of the month. Final outstandings for the year are expected to show up a much more healthy condition than at the end of 1921, due largely to careful buying and careful credit that has been in evidence during the past year, and to a real effort on the part of merchants in general to show up a clean statement.

An average trade is recorded in the sheet markets, with a conservative tone in bar iron and steel. There has been a seasonal falling off in radiator trade, together with a quieter session in scrap materials. Little variation is recorded in the non-ferrous metal group, tin and spelter exhibiting an inclination to recover from the recent reaction.

Electrical products are numbered among the numerous seasonal hardware lines at present enjoying a brisk holiday trade. Active sales are recorded for toasters, grills, irons, percolators, heaters, hair-curlers, flash-lights and batteries. Glass ovenware and silver plated flat ware, alarm clocks, skates, hockey outfits, and other sporting goods, as well as auto accessories and toys, are included in the list of products receiving prominence as gift suggestions at this period.

There is little variation in current prices for iron and steel, but conditions are evidently such as to render consumers somewhat cautious until the market is more fully developed. According to local dealers, there appears to be no outstanding reason for price changing at the present time, in view of the somewhat conservative attitude of the markets. Buyers still seem to be in control to a very definite extent, however, although difficult conditions surrounding production and delivery tend to loosen this attitude. Dealers report a good demand for interior building materials, such as metal lath. There is the usual restricted trade during the winter months.

St. John, N. B.

Maritime Hardware Concentrating on Christmas Trade in Gift Suggestions

ST. JOHN, N. B., December 14.—There have been a good many changes in the prices of hardware. While the majority of changes have been of a downward trend, car bits, bit-stock drills and oil clothing are slightly advanced. Seasonable goods, however, for Christmas trade are unchanged. Sporting goods are selling well and also hardware lines suitable for gifts. The sale of general hardware has fallen off a little, as is customary at this time of the year, but it is more than made up by the increase in other lines, such as skates, sleds, framers, hockey supplies, cutlery. All advertising is now devoted to Christmas suggestions, and windows have been trimmed accordingly. One or two of the hardware houses are making a special drive on automobile accessories suitable for gifts, and have circularized car owners in St. John and vicinity. This is a new move on the part of dealers, and the result of these activities will prove interesting. One merchant claims that already a much greater interest has been shown by customers in automobile goods, and that sales have shown an increase.

One of the lines to show an advance in price is that of oil clothing. The latest prices are as follows: Boys' long coats, $46.13. Twenty twenty coats, olive khaki, $85.88. Boys' olive khaki with clasps, $46.13. Slickers, olive khaki, $66. Regular brand black, motorman's with clasps, $59.25. Medium long coats with clasps, $44.25. Towncoats, $99.00. Shield brand, black or yellow, closed sides, bone buttons, jackets, $25.13; pants, $25.13; long coats, $46.13; medium long coats, $40.88. Three-quarter length pants, $23.63. Fish brand, yellow, common barvels, $12.38; petticoat, $27.00. Hats, black or yellow, Cape Ann, $9.75; Squams, $8.25; Storm King, $9.75; Fish, $9.75; Miners' Squams, $9.00; Cale Ann, b606, $12.38. Wagon covers, 7 ft. x 9 ft., $6.62 each; head to tail covers, 60 in. wide, $46.13 doz. Bit-stock drills are now quoted to the trade as follows:

BIT STOCK DRILLS

Size 2/32—$1.13 doz.; 3/32—$1.42; 4/32—$1.58; 5/32—$1.84; 6/32—$2.10; 7/32—$2.36; 8/32—$2.63; 9/32—$3.15; 10/32—$3.68; 11/32—$4.20; 12/32—$4.44; 13/32—$4.82; 14/32—$5.51; 15/32—$6.17; 16/32—$6.82; 17/32—$7.48; 18/32—$8.34; 5/8—$9.45; 3/4—$12.60; 7/8—$15.75; 1 $18.90.

Car bits, No. 606, Ford pattern:

CAR BITS—

No. 606, Ford Pattern 4/16—$11.25; 5/16—$11.25; 6/16—$11.25; 7/16—$11.25; 8/16—$11.25; 9/16—$12.50; 10/16—$13.75; 12/16—$16.25; 13/16—$17.50; 15/16—$20.50.

The above all represent advances. There has been a decline in turpentine, quotations are, barrels $2.55, less than barrels $2.35. Linseed oil also shows a decline, raw, barrels, $1.07, less than barrels $1.17; boiled, barrels, $1.10, less than barrels, $1.20. Cocoa mats are now being quoted 14 x 24 $8.60, 16 x 27 $11.30, 18 x 30 $14.40. Christmas tree holders $7 doz. Butcher knives have been reduced, latest prices being:

BUTCHER KNIVES—

Russell's No. 518—5" $5.65; 5½—$5.85; 6—$6.05; 7—$7.30.

Russell's No. 15—5"—$5.30; 6"—$5.50; 7"—$7.05; 8"—$8.70; 10"—$12.25; 12"—$16.00.

Galvanized corrugated conductor pipe, eave trough, elbows, shoes and hinged hooks all show a decline.

GALVANIZED CORRUGATED CONDUCTOR PIPE—

Size		
2"	0 07½	per ft. net
3"	0 09	per ft. net
4"	0 12	per ft. net

Eave Trough—

10"	0 07½	per ft. net
12"	0 09	per ft. net
10"	0 07	per ft. net
12"	0 08½	per ft. net

Elbows—
2"—$2.10 doz.; 3"—$2.40; 4"—$4.20.

Shoes—
2"—$2.80; 3"—$3.30; 4"—$5.08.

Hinged Hooks—
2"—$0.06 ea.; 3"—$0.08; 4"—$0.10 ea.

New prices on galvanized poultry netting have gone into effect, showing a decline.

GALVANIZED POULTRY NETTING—

20 Gauge x 1"—24", Job per roll—$5.07; 30"—$6.16; 36"—$7.25; 48"—$10.15; 60"—$12.32.

19 Gauge x 2"—18"—$2.26; 24"—$2.89; 30"—$3.40; 36"—$4.04; 48"—$5.27; 60"—$6.55; 72"—$7.82.

All prices net.

New prices have been issued on Torrington vacuum cleaners:

TORRINGTON ELECTRIC VACUUM CLEANERS—TYPE "C."—

Machines Only—1—$44.00 net. 3—$42.50 net.

Machines and Attachments—1—$50.00 net. 3—$48.50 net.

Attachments Only—$9.50 net.

Vancouver, B. C.

Snowfalls Assist Coast Hardware Trade in Movement of Seasonal Goods

VANCOUVER, B. C., December 14.—With the initial snowfall of the season, whiolesalers report an active demand for shovels and coasting sleighs, which indicates to a marked degree, jobbers say, that retailers are carrying no surplus of stocks. Usually there is very little snow in Vancouver, Victoria or New Westminster, and as a result the retail trade is not inclined to stock extensively of winter lines for which the call is spasmodic. However, there is a movement which will account for a good proportion of stocks in distributors' hands.

The temperature on the coast has also been fairly low, and this has meant a run on skates and boots. The weather has also been responsible for a demand for heating stoves and furnaces which are moving fairly well.

The retail trade is into the Christmas rush in earnest, every local store making the most of its window space for display purposes. Enquiries are being made for cutlery for gift purposes and in several instances where wholesalers are sold out, shipments are being brought out by express from the east. Retailers and distributors here have shown a disposition this season to lay out more capital in such special lines in which there is only a transient demand.

Building hardware is on a ten per cent. higher basis this week as the result of advices from the east. It is the opinion of some of the wholesale trade that the advance is due to rush of business which was immediately followed by an increase in the general list by Canadian manufacturers. Deliveries are still slow.

A broker who placed orders in the summer for a line of cheap German pocket-knives has been unable to make good on orders placed. Jobbers were attracted by the prices named and took a chance on obtaining deliveries, which have failed, with the result that rush orders, in some instances were placed with Canadian firms for the holiday trade.

Pittsburgh, U. S. A.

Interesting Developments Recorded on Current Primary Steel Markets

PITTSBURGH, December 14.—The week's developments in the iron and steel market are particularly interesting, although it certainly cannot be said that they stand together in making the market situation either better or worse than was estimated before the information came out.

As to production, the steel ingot production rate in November is found to have been almost exactly the same as the rate in October, about 40,000,000 tons a year, while the rate of pig iron production in November was about 34,900,000 tons a year against a rate of 31,350,000 tons in October, showing an increase of 11 per cent. Merchant furnace production of pig iron increased 20 per cent. and steel works' production of pig iron 9 per cent.

As the steel works cannot possibly have had any stocks of pig iron October 1 on which to draw, the October production of steel was no greater than the production of pig iron would support, and with more pig iron made in November and no more steel, the plain inference is that some pig iron was stocked. As to the merchant furnaces, it is known that recently some of them had to begin stocking iron. As the steel production rate did not change, this has no bearing on the question of steel demand, present or prospective, but it does suggest that possibly some steel interests are disposed to stock some pig iron against April 1 when there may be another coal strike. Some observers express the opinion, as the result of their observations, that the majority of men who are following this subject think it more likely than not that there will be another coal strike April 1. Those who think there will not be rest their opinion largely upon the argument that the operators' and miners' leaders would not have the courage, in the face of public opinion, to indulge in another strike. Surely, however, their record in the past hardly justifies such confidence.

Continuance of steel ingot production at a 40,000,000-ton rate, which has now been maintained since the beginning of October, is in itself an interesting event, since the rate is 15 per cent. above the average rate in the six months preceding when seasonal conditions were more favorable to steel consumption. One can hardly avoid believing that not all he steel being made and shipped is being currently consumed. If buyers are piling steel there must be a particular reason. Normally they are particularly averse to doing so late in the year on account of inventory. Probably the strike fear has an influence in a double way. First, the buyers probably feel it a measure of safety to accumulate some steel, for if there is another strike next April the steel mills cannot possibly be as well fortified in the matter of stocks of coal to meet it as they were in the case of the strike last April. Second, much of the steel now being shipped, at any rate in the case of bars, shapes and plates, is at considerably less than current market prices, the purchases having been made some time ago.

SMALL DISPLAY STAND SELLS

(Continued from page 45)

mediately before the customer being waited on at the counter.

How He Started On Auto Accessories

Mr. Jackson does a good trade in automobile accessories. He tells a story of an incident which started him in the sale of this line. He does not mean to class all garage dealers with the one with whom he had this experience, but it was the case which started him in the sale of this line. He drove his car into a garage and, after a considerable wait during which time no one showed up to wait on him, he commenced sounding his horn at regular intervals. After some delay a greasy individual came from nowhere and very rudely enquired why he was making so much row with his horn. His general demeanor made Mr. Jackson feel that he was more of an impostor than a customer. After making known his need of a spark plug, the garageman rummaged among a lot of dust-covered stock on the shelves and produced a somewhat worn looking box with the name of a well-known spark plug on it. Mr. Jackson opened the box and found a spark plug which was obviously second-hand and which, furthermore, was not of the make as represented on the box. On protesting the matter, the garageman asked very vehemently: "Well, do you want it?" Mr. Jackson assured him that he did not and promptly drove away. It did not take him long to make up his mind that even though this case was not representative of garages as a whole, that there was a splendid opportunity for a hardwareman to sell accessories providing he gave good service to customers.

Curb Pump Helps

He has developed an active trade in accessories, with the aid of a curb pump, and finds his business chiefly runs into lines such as tools, headlights and bulbs, spark plugs, bolts, etc., being general lines. He finds that the articles which might be better referred to as "frills" do not sell as well, particularly as a number of them are now to be found as equipment on new cars being produced.

"Without a gasoline pump the hardwareman's chances in the automobile accessory business are not so good," says Mr. Jackson, who believes the pump constitutes service which the hardwareman must be prepared to give in order to attract customers in competition with garages.



Selling Paint to Christmas Crowds

How a Montreal Hardwareman Used His Little Boy to Distribute Circulars Interesting the Christmas Shoppers in Paint and Varnish Specialties—Some Novel Uses for Seasonable Specialty Lines

WITH THE usual rush of Christmas shoppers on one of Montreal's busiest thoroughfares a local merchant in this locality was of the opinion that the paint department could also show good returns if advertised, and paint products prominently displayed. Other lines in the store were sure to sell well, but in the past paint and varnish were always more or less "back numbers" during the holiday period, when time and energy were spent on pushing the regular lines suitable for gifts. People, however, were surely anxious that their homes should present a bright and cheery appearance, and many of them would be persuaded to buy if a suggestion were offered.

An experiment therefore was planned and the pushing of paint sundries along with other seasonable goods was a feature of the Christmas trade in this store. R. LeTourneux stated that preparations meant advertising in the local paper quite extensively two or three weeks before Christmas, and at that time when Christmas shopping commenced in earnest, he brought his four year old son, dressed in painter's clothes and cap, to the store each afternoon to assist. When customers were purchasing their goods Master LeTourneux would approach them with a circular inviting their attention to the paint department.

Printed on the pamphlet was the following:

"There are paint products here to add that touch of brilliancy to the interior of your home which reflects itself in the gaiety and sparkle of your spirits at the most festive season of the year.

"Do the radiators need painting? Use —

"Are the stove pipes getting rusty? Buy a tin of — stove pipe enamel.

"If there are some chairs, tables, etc., that should be renovated — will make them like new.

"The linoleums and oilcloths will have a new lease of life with one coat of — floor varnish.

"Young people's feet will dance all the more blithely if you wax your floor with — wax.

"There are 101 ways to beautify and preserve your property. Take home a can of — paint."

When interviewed by Hardware and Metal, Mr. LeTourneux stated that earlier results were very encouraging. Many paint specialties or sundries, such as floor wax, stains, radiator paint, stove pipe enamel, linoleum varnish, etc., were good sellers and he was convinced that practically none of this business would have been done if a special drive had not been planned.

Some good ideas for extending the field of usefulness of certain specialty lines and therefore of broadening the possibilities for business are given by another hardware merchant as follows:

" 'Before and After' exhibits are almost always effective with us. We recently had a very attractive window display of this kind. An old radiator section was refinished, with each coil in a separate color—gold, aluminum and various shades of enamel suitable for use on radiators, leaving three coils at the end in their dingy, unsightly condition without refinishing. The vari-colored effect was most striking. To complete the display, ribbons were run from the radiator coils to cans of paint of the same color. This proved a good salesman."

Leather Dressing

This merchant continues: "The same leather dressing that we sell for automobile tops and cushions is good for the leather upholstered davenport, and the big leather chairs in the living room. Dad's old easy chair may look out of place in the midst of a lot of new furniture, but it will look a lot better if given a coat of varnish stain, and the ease with which it can be applied has saved many a piece of furniture from the discard.

"For the floors, sell crack filler and wax. The young people will dance, as well as the old. The phonograph people are opening a wide market on floor wax. If you are on good terms with the local phonograph dealers, they might give you the names of everyone to whom they sell a machine, and then you could go after the same people to develop sales of wax, weighted brushes and floor varnish.

For the Dining Room

"What a field there is for the sale of specialties just for the equipment of the dining room; that one room where in many homes the whole family gets together, and where at Christmas will be held the family reunion. Food is much more enjoyable when taken in pleasant surroundings. We all know that, but many housewives do not realize how easy it would be for them to make their dining rooms more cheerful.

"Floor wax on the top of the dining table and buffet will save the surface from many a scratch. The floors are constantly in need of a coat of varnish, especially the path leading to the kitchen. Enamel for the woodwork, flat wall paint for walls and a new coat of stain for the baby's high chair will also be needed.

"The dining room is due for a cleaning up if we show them how.

For the Motorist

"For the motorist, keeping his own car in condition, top and seat dressings speak for themselves, as do metal polish and auto finishes. Aluminum enamel is good for exhausts, manifold pipes, outside of crank cases, oil pans and any number of places around the working parts of the car that should be painted to prevent rust. And then, too, it is much easier making repairs on a car where the surfaces are light in color instead of dark.

(Continued on Page 68)



SERVICE



CONFIDENCE



FAIR DEALING



H.S.

Lowe Brothers LIMITED

Paintmakers Varnishmakers
Colormakers
TORONTO

ESTABLISHED 1862
THE LOWE BROTHERS COMPANY
TORONTO
BOSTON NEW YORK CHICAGO KANSAS CITY

DECEMBER 16th. 1922.

To Our Friends
Everywhere.

Out of your friendship has arisen the success that has marked our progress; the pleasures we have sensed, and all the worth while experiences which have gone to elevate and humanize our business.

At this happy conclusion of the year it is but natural then for me to express my personal appreciation and hearty thanks to:

Our Agents, whose confidence and enthusiasm,
Our Patrons, whose good will and loyalty,
Our Competitors, whose courtesy and respect ..
.. it has always been our privilege to enjoy.

Earnestly we hope our ideals and practices may always merit your estimation. Heartily we reciprocate your sentiments, and sincerely we wish you and yours the happiest of Christmases and a continuity of the best that this Happy Season can bring.

Very cordially yours,

RJP/DLB.

Lowe Brothers, Limited.

PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested, tear out this page and place with letters to be answered

SELLING PAINT TO CHRISTMAS CROWDS

(Continued from page 66)

"Certain varnish is fine for painting the underparts of the body and floor boards. Tough, durable, and inexpensive, it is much better for the careful car owner to touch these surfaces up now and then, than leave them exposed. Try it on your own car first Mr. Dealer and you will sell with more enthusiasm."

H. B. Connon in the American Paint and Oil Dealer says: "Don't make your paint department merely a house-paint, a barn-paint, and a lead and oil department. While you can make profit out of handling these heavier goods, the best profits are made in the sale of varnishes, enamels, stains, buggy paints, wagon paints, screen enamel, inside wall paints, and specialties of this nature.

"I believe that more than 25 per cent. of the varnish that is sold in the average community is used on new work. Who has a better chance of selling varnish for this new work than you?

"The women are largely responsible for the purchase of the small package goods, such as enamels, floor paints, stains, etc. You can get the women to come into your place, no matter your location, if you make the effort to establish a reputation for being the paint authority of your community.

In this matter of handling lead and oil, let me say that, while the profit is not large, they are necessities of a well-conducted paint department, and you must have them, for you want to be able to give any man anything that he calls for that can be reasonably expected to be found in a paint store. However, in handling lead, establish a price for it, and stick to the price. Know that your lead is of standard make, but don't stock too much at one time.

TWO WEEKS' COURSE IN EXPORT TRADE

In conjunction with the Department of Trade and Commerce, Ottawa, and with the co-operation of the Canadian Manufacturers' Association, an extension course in export trade is being planned by the authorities of McGill University. The course will comprise two weeks of intensive study of the underlying principles of export trade and of familiarizing the students with the practical details of management. During these two weeks a series of lectures and addresses by professors of economics and by officials of the Department of Trade and Commerce will be given. The course will open on Monday, January 29, and will conclude on February 10.

For this class of business men the University hope to interest in the project, the conditions are ideal—no specified entrance requirements, beyond a very moderate fee, no examinations and no certificate. It is particularly devised for the assistance and training of export managers, assistant managers and clerks, and co-operation of export firms in this work is particularly hoped for.

H. R. Pousette, director of the Commercial Intelligence Service, Ottawa, who initiated the idea, in connection with the course states as follows:

"It is not pretended that two weeks are sufficient to train an export manager. But we do believe that it is sufficient to start an energetic, intelligent and ambitious young man on the way to acquiring a scientific knowledge of the business of export trade. These extension courses should be regarded in the light of an experiment, the success of which depends upon the Canadian business men. If supported, they should be but the forerunners to longer and even regular courses at the University. When it is realized that Canada stands fourth among the nations of the world as to volume of goods exported, and first on a per capita basis, the necessity for such knowledge will be appreciated."

LONDON HARDWAREMAN ILLUSTRATES HOW GOOD PAINT IS CHEAPER THAN POOR GRADE

London, Ont.—"People do not realize the economy of painting, or at least the saving involved by the use of the best paint securable," declared J. A. Page, hardware merchant, 807 Dundas street, "Just to show the difference in paints," continued Mr. Page. "A man had a house to paint, and he figured out that he had 2,700 square feet of surface to cover. One firm was selling a supposedly good paint at $4.35 a gallon, which was only guaranteed to cover 300 square feet per gallon, using two coats. This man purchased what he though to be the cheaper paint.

"Now, if he had thought of quality before price, he would have been much better satisfied. And in the long run, the use of the dearer paint would have been cheaper by far.

"Had he talked this matter over with me, I could have sold him paint at $5 a gallon which is guaranteed to cover 450 square feet per gallon, using two coats. In that way a saving of more than $9 would have been made, and better results obtained.

"A citizen told me a few days ago that he had decorated his entire home while out of work, and was surprised how little it cost him, and what an improvement it made."

OIL REFINERY SUFFERS FIRE LOSS

Loss of $40,000 was caused when fire destroyed a new filtering plant at the refinery of the Canadian Oil Co., Petrolia. The plant was completed during the summer and had been in operation about two months.

Dean of Paint Salesmen Enthuses Over "Save the Surface" Campaign



ROBERT BREMNER

Veteran traveller in Western Ontario for the Canada Paint Co., who gives his ideas of the Save the Surface campaign herewith.

THE FOLLOWING opinion of the value of the Save the Surface campaign, as recently expressed by Robert Bremner, veteran travelling representative of the Canada Paint Co. in Western Ontario, is of more than passing interest coming as it does from one who has sold paint and varnish in Canada for over forty years. Everyone knows that it is difficult to initiate one with such a record into new adventures in the selling world. Mr. Bremner might be called the dean of paint and varnish salesmen in Canada. He is still a worthy representative as attested by his statement that he can "still lick his weight in wild cats."

Concerning the Save the Surface campaign he says: "I am fully in accord with it as being the best and most effective style of advertising that paint and varnish manufacturers have ever done. The results are very apparent, for instance, at Hamilton, my home town, while going down town one morning recently, I counted forty-two jobs of painting in progress. Painters tell me there never was such a rush of work as this fall and especially for outside."

(Sgnd.) Robert Bremner.

No Price Cutting!



The sales price on Genuine Elephant White Lead has and always will be strictly maintained according to our regular Genuine Elephant White Lead price schedule.

This policy has won the hearty support of merchants and jobbers throughout Canada as it assures a square deal to all.

We solicit the support of merchants and wholesalers in maintaining the Elephant selling schedule in order to assure a fair margin of profit to both.

The high grade and uniform quality of Genuine Elephant White Lead does not permit of price cutting on our part.

Genuine Elephant White Lead richly merits its wonderful popularity on account of its pure permanent whiteness, its smooth fine finish and lasting qualities.

"Save the surface and you save all" *Paint & Varnish*

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested, tear out this page and place with letters to be answered

Weekly Paint Markets

Montreal

MONTREAL, December 14.—The feature of the paint markets this week is an advance of three cents per gallon in linseed oil quotations. Flax-seed markets, both domestic and foreign, are firmer, the latter showing a gain notwithstanding recent reports of big crops for the coming season. Turpentine again displays an easier tendency, with demand both locally and on primary markets reported quiet. In the south a further drop in prices was recorded earlier in the week and with this tendency continuing lower prices locally would not be surprising in the near future. Opinions are again expressed, however, that the present easier tone is not for long standing, and higher levels will be reached before the new crop in the spring months. Last year's crop has been fairly well disposed of, and when demand becomes more active it is thought questionable whether or not ample supplies will be obtainable. There is still a strong tone reflected in white lead in oil although there are rumors of an unsettled market, with price shading in some quarters. Paints, varnishes and sundry lines, also brushes, are selling well for future delivery, bookings said to be quite satisfactory, and generally much better than last year at this time.

PAINT BOOKINGS ARE IN SATISFACTORY VOLUME

Montreal.

Reports from paint manufacturers are to the effect that bookings on paints, varnishes and sundry lines are coming to hand in quite satisfactory volume. Prospects for next season being a good paint year are therefore bright. With the undertone of the market in a firm position, dealers are doubtless not as reluctant in placing orders for early deliveries as in recent years. Regarding the future price trend of products in general, opinions are unanimous that from the viewpoint of raw material costs there is an upward tendency in the market, but whether or not revisions to higher levels will be announced after the first of the year is considered problematic. Some state that with production costs on the increase they may be forced to quote higher figures, although these will not likely develop unless the undertone of the market continues to show firmness. Certainly chances of reduction seem very remote for the coming season.

STRONG TONE STILL REFLECTED IN WHITE LEAD

Montreal.

With raw materials continuing on a firm trend, there is still a strong tendency in the undertone of white lead in oil and quotations are considered on a very firm basis by producers. There are again rumors of unsettlement, however, and certain instances of price-shading on spring bookings. Some are of the opinion that with the market in its present strong position this unsteadiness will gradually right itself, while others state that the firm tone is off-set by the present tendency. Bookings up to the present have been encouraging and point to a good season next year. Present unchanged quotations are $12.25 in 5-ton lots, $13.00 in 1-ton lots, and $13.35 in less quantities.

EASIER TONE AGAIN NOTED IN TURPENTINE

Montreal.

Although an easier tone continues in the turpentine market, local prices are again unchanged. Importers state that with local stocks gradually dwindling a slight recession in the near future would not be surprising, unless a sudden turn is noted in primary centres. In the south the movement is also limited and a further decline was recorded earlier in the week. The opinion is generally expressed, however, that the present tendency will not be for long standing and higher values will be reached before the early spring months. Following are unchanged quotations:

TURPENTINE—	
1 barrel lots	2 10
2 to 4 barrel lots, per gal.	2 08
Broken lots	2 20

PAINT BRUSHES ALSO SELLING IN GOOD VOLUME

Montreal.

Not only is there a good amount of activity in paint circles on future delivery orders, but brush manufacturers also report a very satisfactory movement of their lines, sales being well in advance of last year. Bookings this year commenced a little earlier than usual as prices were adjusted on September 1, for the later months. In these products also there is a strong undertone in the market owing to prevailing costs of raw materials and the active selling movement since the last revision. One local manufacturer stated that there was certainly no possibility of easier prices, on the other hand a revision in the other direction would be warranted under present conditions after the first of the year.

ANOTHER ADVANCE IN LINSEED OIL QUOTATIONS

Montreal.

Linseed oil quotations are advanced three cents per gallon with a firmer tone continuing in the market. Domestic seed markets continue to make a gradual gain and a further strengthening tendency is lent by the advance in Argentine seed. Reports from there state that the recent unfavorable weather had little ill effects on the crop, but nevertheless prices began to climb. Whether or not this is a temporary condition is hard to say but in view of the good crop reported it would seem probable that prices will not reach much higher figures. Demand for linseed oil locally is quiet, but in seasonal volume, and little further activity is looked for until after the turn of the year.

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per gal.	1 08	1 10
5 to 9 bbl. lots, per gal.	1 03	1 05

Less quantities, add ten cents per gallon.

Toronto

TORONTO, December 14.—A review of the current paint markets reveals the fact that business in turpentine continued to drag along this week. Reports from the south indicate a much easier trend, which is reflected to some extent locally, although no price changes have been made. Inactivity at Savannah caused the increased weight of accumulated offerings to result in a sharp price decline. It is stated that receipts have been quite liberal for this time of the year while shipments are correspondingly light. Holidays and the inventory period and similar reasons which would induce buyers of linseed oil to hold stocks down around the end of the year are already making themselves felt, with a lessening in the demand for both oil and meal. Flaxseed has been firmer and while buyers of linseed are evidently content to hold off for the present, there is no movement to shade prices. In fact, they are quite firm. Buying interest in some quarters seems to be centered upon more distant positions.

WEAKER TONE APPEARS IN TURPENTINE

Toronto.

Chief interest in turpentine this week centres around the Savannah market which has exhibited further weakness. However, no corresponding developments have been recorded locally, although the easier level of $2.10 per gal-

(Continud on page 72)



A Happy Christmas

A Greeting that—like Jamieson's Products—has "stood the test of time" and tendered now in all sincerity to the Canadian Hardware Trade.

May it be truly a Happy Christmas for you all, and may the New Year see the realization of your fondest hopes in increasing business prosperity.

R. C. Jamieson & Co., Limited

Established 1858

Owning and Operating P. D. Dods & Co., Limited

Calgary **Montreal** **Vancouver**

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 70)

lon has appeared in certain quarters. This trend again brings into effect a variation in prevailing distributing prices, the extent of the range being five cents per gallon. The tone of the market in the south has been decidedly easier, although such lower levels have fail to stimulate current buying, as trade is usually on a moderate scale at this time of the year, and with the inventory period at hand, it is stated that there remains little inducement to increase stocks.

TURPENTINE—

1 barrel lots	2 10	2 15
2 to 4 barrel lots	2 09	2 14
5 gallon lots	2 25	2 30

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

QUIET TRADING IN LINSEED OIL MARKET

Toronto.

There is little trading evident in linseed oil on the local markets, but no further change has resulted in prevailing quotations as the flax seed prices are again recording a firmer attitude, both on primary and domestic centres. While the movement of linseed is moderate at this time of the year, however, the firmer trend in seed is described as assisting in the maintenance of existing price levels. Distributors state that current requirements are seasonal for this period.

LINSEED OIL—

	Per gallon Raw	Per Gallon Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

SHELLAC PRICES ON FAIRLY STEADY BASIS

Toronto.

The current requirements in shellac locally are described as just moderately active, but prices continue fairly steady. This is generally attributed to expectations regarding receipts from primary markets being more restricted during the ensuing month o two. While trade is quiet, therefore, this factor has a tendency to steady prevailing quotations, which remain as follows:—

SHELLAC—

	White	Orange
Five gallon jugs	4 25	3 75
One gallon jugs	4 85	4 45

RAW MATERIALS CONTRIBUTE TO FIRM UNDERTONE IN WHITE LEAD

Toronto.

The general situation in white lead in oil remains the same, with a firm trend in primary centres. That some unsettlement has crept into the market, however, is recorded in certain quarters, th development being described as in the nature of shading to attract orders. That any tendency of this kind will be readjusted in the near future is the opinion expressed in local distributing circles, as it is pointed out that while linseed is in a fairly steady position, pig lead continues strong. Therefore, the feeling that the existing prices may be revised upward has also become prevalent, but no step in this direction has yet materialized and current local quotations are unchanged as follows:—

WHITE LEAD IN OIL—

In five gallon lots $12.70 per cwt.
In one ton lots, $13.45 per cwt.
In less quantities, $13.80 per cwt.

SPRING PAINT BBOOKINGS IN FAIR VOLUME

Toronto.

Spring bookings of paint and varnishes continue to provide interest in manufacturing and distributig circles. It is stated that current prospects indicate many increased opportunities for a brisk volume of business in paint and the allied products during the spring season. Quotations on all lines remain unchanged, but it is pointed out that a firm undertone is apaprent in the markets, primary raw materials entering into the question of production costs to some extent. Certain manufacturers, however, state that very little in the nature of price developments is looked for. In general, however, dealers record the fact that the proportion of bookings for spring are satisfactory and slightly in advance of similar business tabulated at this time last year.

WINDOW GLASS MOVEMENT NOW SUBSIDING

Toronto.

Fair weather conditions have primarily assisted in prolonging the current movement of window glass, which has also been stimulated by the amount of fall building activity. Although the current movement of this product has now subsided to some extent from the brisk volume recorded during the past few weeks, yet a fair degree of seasonal trade is recorded. It is expected that the balanc of th season's requirements will be taken care of from stocks, which, although depleted, are described as moderate for this time of the year. Prices are continuing of a firm nature, the recent revision in discounts being in effect.

BOOKING EARLY SPRING BRUSH REQUIREMENTS

Toronto.

Brushes are no attracting attention in view of placing orders for 1923 spring requirements. Manufacturers and wholesalers record that in some cases orders are now being placed for spring delivery, and preparations are generally under way for another brisk season in these products. No great volume of activity, however, is looked for in certain quarters until the annual inventory period is safely negociated. It is estimated that both collective and individual efforts in the paint industry will again be centered upon establishing new sales records for 1923, and that a direct reflection of this anticipated activity is naturally expected in the brush trade.

"SAVE THE SURFACE" IN AFRICA

The spreading of the gospel of "Save the Surface and you save all" is proceeding apace. In South Africa, Geo. Parker Wood has interested himself to the extent of getting newspapers in Johannesburg, Durban, East London, Port Elizabeth and other important centres to publish some of the articles issued by the "Save the Surface" campaign, also he has written articles for the local trade newspapers on "Salesmanship," embodying the "Save the Surface" theory. Mr. Parker Wood is in communication with the Secretary of the Canadian and U. S. "Save the Surface" campaigns and is endeavoring to get their support for the extension of the work to South Africa.

SAYS CANADIAN TRADE IMPROVING

St. John, N. B.—Major Gordon B. Johnson, of Glasgow, Canadian Trade Commissioner for Scotland and Ireland, arrived in St. John last week, completing a three months' tour of Canada from coast to coast. He said that he found trade prospects brighter than they had been for the last two years, and improving all the time. In St. John he has been in touch with some of the prominent lumber exporters, and brush and box manufacturers.

RECEIPT TAX HANDICAP TO 'PHONE TRADE

(Continued from page 43)

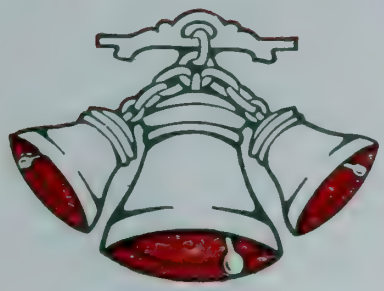
sued in these departments are very common day after day."

Handicap in Telephone Business

Another merchant stated that in doing a cash trade over the counter they are not called upon to give receipt at all times. A cash register issuing receipts is used, but he is convinced that quite often the customer puts this in a pocket or hand bag and it is forgotten. In future this slip will not be given the customer unless asked for.

An extensive trade, however, is enjoyed by this firm over the telephone. Stiuated in a thickly populated section of the city, the telephone is used by many housewives and men in offices for delivery orders. These people are for the most part in fairly good circumstances and this store allows credit on most of the business secured in this way. A host of monthly accounts therefore is issued, and in payment people usually present the statement which must be receipted. A few are in the habit of sending cheques through the mail marked "payment in full of account to date," or othere words to the same effect, but usually the statement is also enclosed and a receipt is returned. Some of the burden might be lifted by asking customers to mark their cheques the former way, but this would appear "small" business to the individual who did not understand the position the merchant was placed in when called upon to pay a receipt tax on a large number of payments each month.

RAMSAY'S



Wish Friends and Customers a

Merry Christmas

and a

Happy and Prosperous

New Year



A. RAMSAY & SON COMPANY

Makers of "Quality" Paints and Varnishes Since 1842

Montreal Toronto Winnipeg Vancouver

Distributors:

EDMONTON DISTRICT
Revillon Wholesale, Limited,
Edmonton, Alta.

REGINA DISTRICT
Wood, Vallance, Limited,
Regina, Sask.

CALGARY DISTRICT
The McDonald-Baker Co.,
818 8th Ave., Calgary, Alta.

NOVA SCOTIA
James Simmonds, Limited
Halifax, N.S.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
32 S Mush.			11 50
32 Long			15 00
32 L. Mush			16 00
32 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent. on American lists.
American empty shells, plus 15 per cent. on American lists.
American Metallic Cartridges, (American List.)
Rim fire ball cartridges, less 2½ per cent.
Centre fire blank and shot cartridges, plus 10 per cent.
Shot, standard, 100 lbs. Toronto $14.00; Montreal, $13.50; net extras as follows, subject to cash discounts only: Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs. ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz. 11 00 12 00
Hunters axes, doz. 9 50 11 00
Single bits, doz. 13 00 17 50
Double bits, doz. 19 00 19 50
On weights heavier than base add to list as follows:
Group 2 ...0 50 Group 3 ...1 00
Group 4 ...1 50 Group 5 ...2 00
Group 6 ...2 50 Group 7 ...3 50
Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each 0 50
12 or less than 50 each 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each 0 39
"Reliable" Ignition, 2½x6 in.
Less than 12 each $0 50
12 or less than 50, each 0 45
Box of 50, each 40¼
Bbl. lots of 125 ea. 0 37½
F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.40.
Cut lace leather, Beardmore, per lb. $1.60.
Cut lace leather, Anglo-Canadian, per lb., $1.45.
Canvas belting, 65 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List	Prices per dozen	Standard List	Prices per dozen
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27 16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do. special 40/5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, list, Aug. 1922.
Do., car bits, net prices.
Mephisto, Auger and Car bits, net list.
Mephisto, electricians and expansive, plus 10 per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 00
3—20 x 30 doz.	13 00	17 00

BOARDS IRONING Dozen
No. 1, Daisy $35 00
No. 10, Daisy 40 00
No. 33 21 00
No. 35 38 00
No. 36 43 00
Perfection 40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Good King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.B. Enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 99

BOILERS (Range)

List adopted, January 28, 1922
Discounts: Standard weight, 40%
Extra heavy, 30 per cent.

BOLTS AND NUTS

Discounts apply to standard list
Carriage Bolts ($1 list) ⅜ in dia. and smaller, 6 in. and shorter 40 per cent.
Carriage Bolts ($1 list) ⅜ in dia. and smaller, long lengths, 30%
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Square head blank bolts, 35%.
Plow bolts, No.'s 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%) 30%
Elevator bolts, large flat head 25 per cent.
Do., corrugated heads, 55%.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent
Step bolts, large head ($3 list) 25 per cent.
Sleigh shoe bolts, all sizes, 25%.
Bolt ends, 35%.
Coach and lag screws, 45%.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
Tapped, net list.

BORAX

Lump crystal, borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS Base
Sheets, base Montreal 0 24
Do., Toronto 0 23
Rods, base, ½ to 1 in., round
Montreal 0 22
Do., Toronto 0 22

Tubing, Seamless
Base, Montreal 0 30
Do., Toronto 0 30

BROOMS Doz.
No. 5, 4 string $ 6 65
No. 5, standard 7 50
Little Beauty 9 40
Royal Blue 13 90

BUTTS Wrought Steel—
No. 840 Less 12½%
No. 800 Net
No. 838 Less 12½%
No. 808 add 10%
No. 804 Less 17½%
No. 802 Net
No. 810 add 25%
No. 814 add 25%
F.O.B. Toronto, Montreal, London, Hamiton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—
Car load lots—400 to 1000 bag cars, Montreal.
Per bag, f.o.b. cars 0 92
Per bag, delivered 1 00
Less car lots—
Per bag, yard 1 00
Per bag, delivered 1 10
Less 5 per cent.
Car load lots—Toronto.
Per barrel $3 63
Less car lots—
Per bbl., f.o.b. yard 4 35
Per bbl., delivered 4 55
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate 20 cents for empty sacks

CHIMNEYS, LAMP—
A—8 doz. case $ 8 40
B—6 doz. case 7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00 No. 1, $18.75; No. 2, $22.75; No. 3 $30.75.
Russwin—Each, No. 0, $1.65; No 1, $2.00; No. 2, $2.40; No. 3, $3 25 special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5 — $17.29, per doz Model No. 6, $21.18 per doz., Model No. 7, $28.18 per doz. Home No 55, $16.10 per doz. Home No. 65 $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)
Beatty's

	Hand Lever	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben 3 18
Good Morning 1 40
Lookout 1 90
Sleepmeter 2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1 $18.04
T. F., No. 2 $19.45

COBBLER SETS

Economic, T. F., doz. sets $12.50

COIL CHAIN

	Fireweld Proof B.	B. B.
⅜ inch	13 20	$15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.40 per doz.; No. 111, $1.60; No. 121" $1.70; No. 137, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER— Mont. Toronto.
Casting ingot, see weekly report.

	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.
2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00 Toronto, $8.00; London, $8.25.

Christmas

1922



ONCE MORE as the year comes to a close and Christmas approaches, we want to express to you with whom our business relations bring us in contact our fullest appreciation of your courtesies and to extend to you our heartiest greetings.

May you enter upon the New Year with that knowledge that we are approaching a period of prosperity and promise, and may yours be a full share of that prosperity.

1923

New Year

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office : Montreal

Branches: **Toronto Winnipeg Calgary Vancouver**

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe — Doz.
7 inch ... $1 80
Cast, Champion, 5 in. 1 42
6 inch ... 1 40
Soverign, per doz. net, in bulk: 3" $1.17; 4" $1.39; 5" $1.43; 6" $1.61; 7" $2.00; 8" $2.72.

DOORS, SCREEN—
Kasement, No. 2, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List.
Blacksmiths', ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.		29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank ... 57½%
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
K. F. and Arcade ... 60%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60%
Globe ... 60%
Nicholson ... 35|5%
Black Diamond ... 35|5%
Delta Files ... 20%
Firth Files ... 50%
K. & F. horse rasps ... 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922.
Classes A. B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	8 66
For 17" Axle	9 00
For 19" Axle	10 75
Ball Bearing	15 00

HALTERS, ROPE

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs., cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs., and over ... $15 00
Masons, 2-3½ lbs. ... 23 00
5 lbs., and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs., and over ... 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, less 10%; hay fork, hoe rake, shovel and manure fork, 10 per cent. off standard lists. Whiffletrees, double-trees and neckyokes net list; wood rakes, net list; horse pokes, net list.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0	15 25	
Do., No. 1	16 95	
Do., No. 2	18 05	
Stearns, 4"	13 55	
Do., 5"	16 60	
Perfect, No. 1	20 85	
New Milo	13 90	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West	30 00	

HATCHETS, SHINGLING—
No. 1 ... 9 75
No. 2 ... 10 75

HATCHETS, LATH
No. 3 ... 10 00
No. 4 ... 10 25

HATCHETS, BARRELING—
Nos. 50 and 60 ... 14 00

HATCHETS ,CLAW—
No. 7 ... 11 00
No. 8 ... 11 50
F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
National Glower Heater ... 8 75
National Heatray Heater (List) ... 11 00
Majestic, 1 burner ... 10 00
Do., 2 burner ... 15 00
Universal ... 13 80
Do., 2 burner ... 15 00
Discount 30 per cent.
Hotpoint Hedlite, each, net. $7.50
Hot Blast. No. 20, Doz., $45.15.

HINGES—Blind — Doz. sets
Clark's No. 1 ... 2 15
Do. No. 3 ... 3 95

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set ... 1 67

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee Pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85

Light. Net Prices.

3 inch	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. ... 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger smaller	No. 1
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60
Featherweight "X-L" steel 0-04 8.75 all sizes.		
Special-countersunk	1-4 9 25 all sizes	

Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)
Potts' polished, per set ... 1 90
Potts' nickel plated, per set ... 1 96
Potts' handles, japd. grs. ... 19 45
Common, per cwt. ... 15 00
F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb. each ... $4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28
	0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford

Fire ladders up to 32 ft. are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS — per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases ... $1 05 doz.
3 doz. cases ... $1 10 doz.
1 Doz. cases ... $1.25 doz.
Cold Blast, genuine ruby $5.25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 6	3 55
Do., No. 8	4 00

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	**14 50**
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS— Doz. Net.

Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3½ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base



May the Earth be covered with Happiness

It is our sincere wish that Contentment and Happiness may visit every dealer in Canada at this Festive Season. To this we also add our hope that Prosperity and good times may come to all during the New Year.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
Head Office Montreal.

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c. over base.

Standard Steel Wire Nails, f.o.b. London, $3.75 base.

Toronto, $3.75 base.

Owen Sound or Collingwood, $3.75 base.

F.O.B. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c. per 100 lbs. over common nail prices. Finishing Nails, 50c. per 100 lbs. advance over common nail prices.

Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.

Miscellaneous wire nails, **70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.**

NAILS, CUT—

F.o.b. Montreal, $4.60 base.

Carload freight allowed,

Toronto, Hamilton and London,

Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand Per 25-lb. box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Mongal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls: Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 20
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	**5 50**		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire:

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls. F.O.B. Montreal.

Blue Ribbon—

24 inch, per roll	5 50
36 inch, per roll	**7 15**
48 inch, per roll	**9 85**
72 inch, per roll	11 25

Put up in rolls

NIPPLES:

See Fittings.

OAKUM— **Per 100 lbs.**

Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS

	Toronto
Royalite, gal.	0 21
Gasoline, net. gal.	0 29
Above prices net.	Gallon.
Black oil, (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.19.0
Polarine, ex. heavy, list	1 25
List, less 15 per cent.	
Polarine, per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine, special heavy	1 00
List, less 25 per cent.	
Gargoyle Mobiloil A. E & Arctic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle, Mobiloil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING **Per lb.**

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— Per 400 ft. roll

Dry Fibre, Anchor No. 1, Empress, Cyclone	**$ 1 15**
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 65
Do., Surpise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 85
	Per 100 lbs.
Monarch sheathing, white	**5 50**
Do., gray	**4 50**
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	**4 50**
Red Star heavy tarred straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.,	4 00

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs., per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Soapar

Barrels (200 lbs.), per lb.	0 14
2-lb pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs., doz.	$8 00	$8 25
6 to 7 lbs., doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS CLOTHES Per case

5 gross, 4 in. (loose)	$1 45
1 gross, 4 in. (cartons)	1 50
Spring, 2 grs., box	1 40

F.O.B. Montreal and Toronto.

WROUGHT PIPE—

List No. 57. November, 1922.

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 40	....	....
4 in.	59 05	76 30	....	....

Standard Lapweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain List
2 in., 10-ft. lengths, list,	$18 40
3 in., in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 per cent.

F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE, SOIL, Med. and extra heavy

2 in. to 6 in. ..... less 33 1-3%

8 in. ..... net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. ..... less 45%

8 in. ..... net

List of Oct. 1, 1907.

PIPE, STOVE

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal. Montreal. Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets $11 50

POLISH (O-Cedar) Doz.Net

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— Doz. Net

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$1 11
No. 158, galvanized	1 38
No. 59, japanned	1 41
No. 159, galvanized	150

PUMPS—

	Pitched Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list

F.O.B. St. Mary's Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35 per cent. from standard list. (Special discount for large sizes).

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. Blacked and tinned, 47½ per cent.; iron burrs, 47½ per cent. off list on 200-lb. kegs.

Coppered rivets, net extras, 2c. per lb.

Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.

Rivets, ½ in. and larger $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.

Ready, 2 ply, $1.80; 3 ply, $2.15; Everlastic, 1 ply, $1.65; 2 ply, $2.00; 3 ply, $2.35.

Panamoid, 1 ply, $1.45; 2 ply, $1.80; 3 ply, $2.15.

Tomahawk, 1 ply, $1.30; 2 ply, $1.55; 3 ply, $1.90.

Everlastic Multi-Shingles

4 shingles in one, per sq. 5 80

Everlastic red or green, mineral surface, sq. 36" wide. 2 50

Do., 18 wide 2 95

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70
5 gal. cans	0 80
1 gal. cans, gal., doz.	10 50

F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb
600 lb. drums	**0 08**
125 lb. drums	**0 09**

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.

Italian rope prices on application

Cotton rope, ⅛ in.	$0 45
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.

B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand

Disston, D.8, 26 in., $31 25 doz.

SCALES

Champion .....List less 10%

4 lb., $5.30; 10 lb., $.00; 240 lb $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.

Stamping extra.

F.O.B. Toronto, Montreal, Hamilton.

Renfrew Household	5 40

SCREEN WIRE CLOTH

Black, 12 mesh	$2 65
Galv., 14 mesh	3 75

SCREWS—

Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		55%
Coach or lag screws		45%

SCREWS—Iron Bench

No. 12—1 in., $11.52; 1¼ in. $13.50; 1½ in., $15.60.

No. 14—1 in., $12.15; ⅛ in. $15.20; 1¼ in., $17.40.



—*A MESSAGE OF THANKS:*

IN greeting you again at this festive season with the season's compliments, we would like to express our thanks also for the spirit of goodwill and friendliness which has been shown by our patrons during the year just closing. Our hope and determination is that we will be able to render even more efficient and greater service during the year 1923 and succeeding years.

awalker

W. WALKER & SON LTD.
Wholesale Hardware and Iron Merchants,
10-16 ALCORN AVE. TORONTO

OWL ROOFING
The Home of Owl Quality Products

HEARTY CHRISTMAS AND NEW YEAR GREETINGS TO OUR CUSTOMERS AND FRIENDS

OWL ROOFING
The Home of Owl Quality Products

If interested tear out this page and place with letters to be answered.

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES
Cast Steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent. $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs., 1/8 and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES, (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 60 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal, net $7 25
Canadian Beauty, Reversible 4 65
Upright, with rack, net 5 00
Hotpoint Reversible 4 60
Net, in 1/2 dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford.
Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track 1" x 3-16" per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 45
Giant, No. 1..... 3 20
Jump, No. 1 ..... 3 20
Hawley & Norton, No. 1 .... 4 75
Newhouse, No. 1 ..... 7 05
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of 1/8 cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0.53
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; 3/8 in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; 5/8 in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$3 25	$3 50	$3 50
Section, ½ lbs. per 100 lbs.	3 25	3 75	3 50
Solid, 3 to 30 lbs. per 100 lbs.	3 00	3 15	2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized, No. 9, $4.05.
Barbed wire, 4 x 4, $4.10.
Coiled Spring Wire, 9 gauge, Toronto, $4.10; Montreal, $4.10.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18 .....$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.; Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	50	50	50
Draining Tools	50	50	50
Hollow Back Scoops	50	50	50
Sand Shovels	50	50	50
Hollow Back Shovels	50	50	50
Hollow Back Coal Shovels	50	50	50
Riveted Back Scoops	50	50	50
Miners' Spring Point Shovels ..	50	50	50

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools. No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back. No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 389

INVENTORY TIME

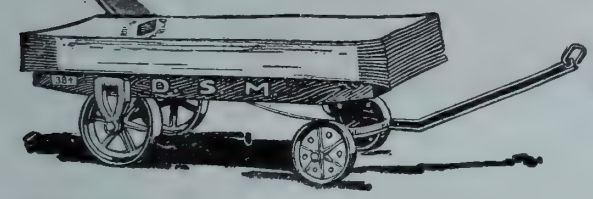
Will soon occupy the dealers and jobbers attention. You will know what is on hand, **Galvanized Sheets** as well as other items.

Our Inventory occurs December 1st so that we can prepare a month in advance to fill your orders in January. We're now engaged in making up short items, both **"Premier" Steel** and **Toncan Metal Galvanized Sheets.**

Next year our customers will be better served in every way than heretofore.

We hope you'll take advantage of this.

TINKER TOM



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Otto Bernz Co.

extend to you their cordial

Greetings

and wish you and yours a

Merry Christmas

and a

Happy New Year

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

ASBESTOS

Keasbey & Mattison Company wish to take this opportunity of wishing their many patrons and the Hardware Trade in general a Merry Christmas and a Happy and Prosperous New Year.

We solicit your kind enquiries and orders for 1923, on ASBESTOS and MAGNESIA MATERIALS, which, we assure you, will receive K & M Service.

Textiles	**Paper**
Packings	**Millboards**
Coverings	**Fibres**
Cements	**Roofing**

Building Materials, etc.

KEASBEY & MATTISON CO.

Makers of the "Best" in Asbestos

25 Front St. East, Toronto

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

ANTI-FREEZE Per Gal.
In 5 gal. cans .. ..$ 0 75
In 1 gal. lots 1.00
Anti-freeze for diluting purposes $2 50

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs. No. 1 06-08
Raw and Burnt Seinna 100 lb. kegs, lb. 06-08
Imp. green, 100 lb. kegs 16–19
Chrome green C. P. 35-40
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 18-20
Golden ochre, 100-lb. kegs .. 0 08
White ochre, 100-lb. keg 0 06
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperia black, 25 lb. irons 0 35
F.o.b. Montreal, Toronto

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 20

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Grantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs 23 00
Case No. 9, 200 ¼-lb. pkg 29 00

GLASS—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 90
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 15 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 10 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal 15 per cent.
Imported, less 7½ per cent.
Domestic, less 5 per cent
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE.
Montreal and Toronto 50 and 10%

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	12 00	13 45
Champion, pure ...	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.,
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon. 1 gallon can basis

Elephant, white, C. P. .....$	3 95
Sanitone, white, C. P.	3 55
Sanitone, colors, C. P.	3 45
C.P. Co. pure white	4 05
C. P., Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B. H. English, white	4 05
B. H. Fresconette, white	3 55
B.-H. Fresconette, colors....	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. white	3 90
C. & A. floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, floor	3 55
Crown Diamond, porch	3 55
Do. Flat wall tone, white.	3 55
Do., colors	3 45
Dougall Re Newett, white..	3 85
Do., colors	3 70
Re Newitt, porch and floor..	3 65
Do. flat wall finish	3 45
Moore's House colors, white..	3 75
Do., house colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint..	3 50
I.V. Elastica, white	3 65
I V. Elastica, colors	3 40
I.V. Flatine, int. wall, white.	3 55
I. V. Flatine int wall colors	3 45
Lowe Bros., H. S. white....	4 05
Do., H. S. floor	3 70
Do, H. S. floor, hard drying	3 65
Do., H. S. porch.....	3 70
Mellotone flat wall white...	3 60
Do., color	3 45
Jamieson's Crown Anchor...	3 55
O.P.W. Can Brand, white...	3 95
O.P.W. Can. Brand colors..	3 60
O.P.W Can. Brand, floor....	3 55
O.P.W. Flat Wall, white...	3 45
O.P.W. Flat Wall, color....	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors.....	3 55
Ramsay's Dulltone, white ...	3 55
Ramsay's Dull Tone, colors ..	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white..	4 06
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint..	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint ..	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Wiliams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white...	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,..	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	0 70
1s (case 12 gals)	8 50	9 50
H. T. & A. Co's Creosote Oil—		
Barrels	0 45	
Half barrels	0 50	
5s and 10s	0 60	

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
5 lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb..... 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb..... 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. lb extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G, medium grade $4 50
Water white 5 50

SHELLAC Pure White Pure Orange
5-gal. jugs $4 25 4 60 $3 75—4 10
1-gal. jugs 4 55—4 95 4 05—4 45
F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams . ..	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O P W Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd. ..	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
B. H. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O P W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Crown and Anchor 3 00
Adelite, (A & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine Floor Finish 3 95
Kyanize Spar, Imp. V 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 3 99
Glidden Floorette 3 99
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 .. .. 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 10
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No. No. 61..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor..... 4 32
M-S Wood-Var 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 13
Scar-Not S.W... ... ... 4 76
Lowe Bros., durable floor... 4 30
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 35
Ramsay's No. 720 .. .. .. 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 30
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar .. 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg..	0 17
1 gal. packages, per pkg....	1 00
S. W. Aqualite, 100 lbs....	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints (per 100 lbs.)

5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white		8 75
Do., colors		9 25
Alabastine 300 lb. bbl.	7 00	7 50

Hygienic Kalsomine per 100 lbs

300 lb. bbls.	7 00 8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkgs. ..	10 00 11 25

WASTE—
Cream, polishing, 19c.
White, XXX, 19c; XX, 17c; X 16c; XC, 14½c; XXX extra, 17c; XX, grand, 16c.; XLCR, 15c.; X, empire, 13½c; X press 12c.
Colored—No. 1, 13½c; No. 17, 12½c; No. 1A, 11½c; No. 1B, 10½c; Fancy, 14c; Lion, 12½c; Standard, 11c; Popular, 9½c; Keen, 8c.
Above lines subject to trade discount for quantity.

WAX

B. H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal..	3 35
Ramsay's	0 45
Martin-Senours	0 38
I V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls 2 50

WOOD ALCOHOL Per gal.
In five gallons 1 50
Methylated Spirits 1 50



CHRISTMAS GREETINGS

A MERRY CHRISTMAS
and
A HAPPY AND PROSPEROUS
NEW YEAR
to all our good friends

THE PRAIRIE CITY OIL COMPANY, LIMITED

WINNIPEG, MAN.

Branches : Saskatoon—Moose Jaw—Medicine Hat—Lethbridge

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Sort Shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$7 00
22 Short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
44/55			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 42½ per cent.
U. M. C. 42½ per cent off Dominion list.
Dominion Ammunition—Discount 42 and 20 per cent off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .....15% on list.
Common .....30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit		17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON
Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $9.50; machinery steel $8.00.
BARS, CROW, $9.00 per 100 lbs.

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10 per cent off list.
Extra, 30 per cent.

BOARD, BEAVER Per M ft
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each $10 50

BOLTS
Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.
BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $18.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL, 21c. per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c. per lb.
Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 63

DRILLS
See Eastern List.
Bit Stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 50/10%
Urie gauge 50/10%

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each
Cast Iron, No. 8 ..... 0 90
No. 9 ..... 0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
Price of "single"
Per 100 lbs. $3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face—	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs., and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices
Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in. $8.00; 12 in., $10.50.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—5 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set $2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17.50
Lightning $17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 58
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz.

102	$1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL Per gal.

Raw	$1 15
Boiled	1 18

HINGES—Net prices.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade	9 60	10 25	10 00
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; cut f. o. b. Winnipeg, $6.75.

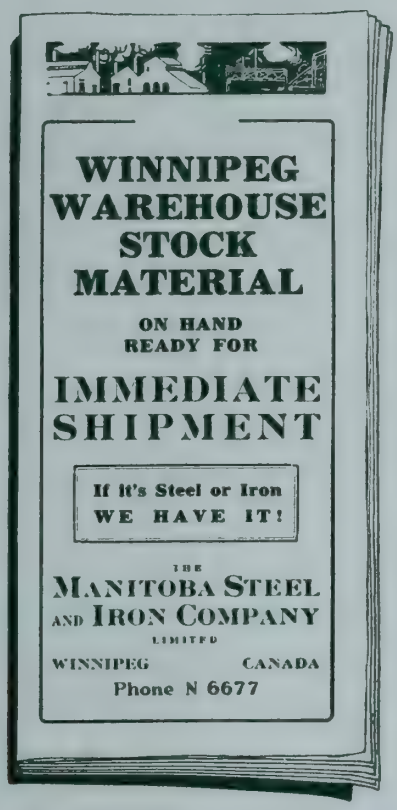
NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

If It's Steel or Iron--We Have It!

Send for our
Monthly
Stock List

We carry
the only complete
warehouse stock
West of
Ontario



BARS
Iron and Mild Steel
Re-inforcing

Railway
Marine and
Mining
Supplies
etc.



To Our Customers and Friends-old and new-We Wish in all Sincerity

A Merry Christmas and A Happy New Year

THE

MANITOBA STEEL & IRON CO. LTD.

WINNIPEG - - CANADA

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY—

1 in. mesh x 24 in.	$ 5 60
30 in.	6 80
36 in.	8 00

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 35½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED (1 gallon can basis)	
Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20
PAPER, BUILDING	
Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85
PICKS, CLAY	

5-6 lbs., $7.75.; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel 6 75 7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	**Doz.**
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY	
100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER	Quire	B & A Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent.

SCYTHES—	**Doz.**
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds. D. H., Sqr. Pt. $12.25 per doz.; D.H., Rd., Pt. $12.25; L. H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones. D.H., Rd. Pt., $15.20; D.H., Sq. Pt. $15.20; L. H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS	
No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible ploy, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, 1-4, 5-16, $4.15 base. Round and equare, 3-8 to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 in. x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in. $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—	
20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—	**Wood**	**Fibre**
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.45 per gal.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply cones	0 54
Cotton, 3-ply balls	0 58
Cotton, 4-ply cones	0 58
Cotton, 4-ply balls	0 62

VARNISHES—	
Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½ per cent. off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15 per cent. discount.

Stamped Ware, retinned, 40 and 7½ per cent. off.

Pieced Tinware, ordinary, list plus 37½ per cent.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Sheetiron Ware, list plus 25%.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Light Galvanized Pails, plus 15 per cent.

Tubs—

Light, plus 15 per cent.

Heavy, plus 15 per cent.

Pails and Tubs, plus 15 per cent.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50 per cent.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	1 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—	
Cream, polishing	0 29

WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.: galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain. Winnipeg, No. 9, $4.75, No. 12 $4.95.

WIRE CLOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 50c

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No 12, $5.45; No. 14, $5.65; No. 15 $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	Dozen— Black, N P
Always Ready	
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES	**Doz.**
Regent	$69 00
New Era	76 50
Universal	49 50



Holiday Greetings

In a few days the Christmas Bells will ring out the age old Angel song of "Peace on earth, Goodwill to men." Already the murmurings of their joyous notes are heard in the shops and public places, telling us that the Christmas spirit is abroad.

In extending to you our heartiest greetings and sincere good wishes for your health and happiness at Christmastide and throughout the New Year, permit us to express the hope that the Merry Christmas Bells will ring out all of your troubles and cares and ring in an abundance of pleasure and prosperity.



The J. H. Ashdown Hardware Co., Limited

Winnipeg Calgary Saskatoon Edmonton

If interested tear out this page and place with letters to be answered.

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BOLTS, HANGER SCREW
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BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Thermos Bottle Co., Ltd., Toronto, Ont.

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BOX OPENING TOOLS
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1883 1923

FORTY YEARS OF SUCCESSFUL PAINT MANUFACTURING

FOUNDED ON INDUSTRY INTELLIGENCE AND INTEGRITY

A Merry Christmas

And a Happy New Year

It is with sincere appreciation of your goodwill throughout this, the greatest year in our business, that we again send forth the old, old Yuletide Greetings.

Particularly do we wish to thank those whose loyal co-operation has enabled us to reach the Company's fortieth year of business.

That the coming year will bring you health and happiness is our sincere wish.

"Quality forever Moore"

Benjamin Moore & Co.
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NEW YORK CHICAGO CLEVELAND ST. LOUIS CARTERET

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CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CAMPING SUNDRIES
Standard Meter Co., Ltd., Toronto, Ont.

CANOES
Canadian Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
N. Slater Co., Ltd., Hamilton, Ont.
The United Royalities Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N. Y.

CARRIAGE HARDWARE
Stel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods Ltd., Hamilton, Ont.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.,

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, AUTOMOBILE
Dominion Chain Co., Ltd., Niagara Falls, Ont.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont.

CHISELS, CAPE, COLD, ETC.
BrownBoggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells. tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt Ont.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., The, Hamilton.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y.

CLOTHES PINS
Wm. Cave & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Aluminum Specialty Co., Toronto.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg Company Ltd, Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons Ltd, London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg Co, Ltd., Sherbrooke, Que.
Consumers Cordage Co, Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd Toronto Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd. Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Greenfield Tap & Die Co., of Canada, Ltd., Galt. Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co. Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont
Can. Foundries & Forgings, Ltd., Welland, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto, Ont.

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton
The Equator Mfg. Co., Ltd., Hamilton, Ont
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products, Ltd., Renfrew, Ont
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton Ont

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd., Toronto

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
Steel Co. of Canada Ltd., The, Hamilton, Ont

EXPANSION BOLTS
N. Slater Co., Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P Q

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont.

FASTENERS, CORRUGATED
The Cary Mfg. Co., Brooklyn, N. Y.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont
Can. Foundries & Forgings, Ltd., Brockville, Ont

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

To Wish You Well

Once more it is our privilege to extend warm Christmas Greetings to the trade, and to thank them for the confidence they have manifested in our products in the year now closing.

We wish you all a very

Merry Christmas

and a

Happy New Year

G. F. Stephens & Co., Limited

Established 1882

WINNIPEG CALGARY EDMONTON

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hmilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamiton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS, DROP
N. Slater Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Can. Foundries & Forgings, Ltd., Welland, Ont.
Chas. Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont

GALVANIZED IRON SHEETS
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont.

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
TLos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co. of Canada, Ltd. Window
Consolidated Plate Glass Co., Ltd., Toronto.

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE
Canada Glue Mfg. Co., Ltd., Brantford, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Hurtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont
Chicago Spring Butt Co., Chicago, Ill
Hobbs Hardware Co., Ltd., London, Ont.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co
Samuel Trees & Co., Ltd., Toronto, Ont.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Hamilton Stove & Heater Co., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

REASONABLE PROFITS
FOR
WHITE CAP WASHER DEALERS



To the dealer who desires to handle a profitable electric washer agency for the year 1923, we would recommend the WHITE CAP ELECTRIC WASHER as the machine that will bring REASONABLE PROFITS.

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THE BUYERS' GUIDE

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON, MERCHANTS BAR
The British Empire Steel Corp, Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton Ontario.
The National Electric Heating Co., Ltd., Toronto

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

JAPANS
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Ltd., Toronto.

JAPANNED WARE
E. T. Wright Co., Ltd., Hamilton, Ont.

JARS, FRUIT
Walter Woods Ltd., Hamilton, Ont.

KETTLES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Aluminum Specialty Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
Veri Best Aluminum Co., Toronto.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.
Sabatier Pere & Fils, Thiers, France.

KNIVES, MACHINE
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
Rawson Bros., Ld., Sheffield, Eng.
Sabatier Pere & Fils, Thiers, France.

KNIVES, SPORTMEN'S
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto, Ont.

LAMPS, NITROGEN AND TUNGSTEN
Canadian Laco Lamps, Ltd., Toronto, Ont

LAMP BLACK
L. Martin Co., New York.
A. Ramsay & Son Co., Montreal, Que.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto, Ont

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton
Canadian Laco Lamps, Ltd., Toronto.
The Mikado Co., Toronto, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Coleman Lamp Co., Ltd., Toronto, Ont.

LANTERNS OIL
Standard Meter Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LAMPS, PLUMBERS'
Standard Meter Co., Ltd., Toronto.

LATCHES
Can. Foundries & Forgings Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.
E. T. Fraim Lock Co., Lancaster, Pa.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LATHE DOGS, DROP FORGE
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.
Riverbank Mfg. Co., Ltd., New Glasgow, N.S.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD PENCILS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
A. C. Leslie & Co., Montreal.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain Conn.
L. S. Starrett Co., Athol, Mass.

LEVELS, MASONS'
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods Ltd., Hamilton.
Western Wire & Nail Co., London.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man
A. Ramsay & Son Co., Montreal.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa
Dexter Tack Co., Ltd., Hamilton, Ont.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ontario.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUGGAGE CARRIERS
Adamson Mfg. Co., Limited, Hamilton, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto

MATTOCKS
Riverbank Mfg. Co., Ltd., New Glasgow, N. S
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville Ont
The Warren Tool & Forge Co., Warren, Ohio

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

MEASURES
The Sheet Metal Products Co., Ltd., of Canada, Toronto.
E. T. Wright Co., Ltd., Hamilton, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL STAMPINGS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont
N. Slater Co., Ltd., Hamilton, Ont.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
A. C. Leslie & Co., Monreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N. Y.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.
H. Nagle & Co., Montreal.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, N. Y.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
Henry Disston & Sons, Limied, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAILS, WIRE AND CUT
British Empire Steel Corp., Ltd., Montreal
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Maritime Nail Co., Ltd., St. John, N.B.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAIL SETS
Quality Tool Works, Ltd., Montreal.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The Hamilton, Ont.

NICKEL SILVER SPOONS
Christopher Johnson & Co., Sheffield, England

NIGHT LATCHES
E. T. Fraim Lock Co., Lancaster, Pa.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Prairie City Oil Co., Ltd., Winnipeg, Man.
Sherwin Williams Co., Winnipeg, Man.

OIL HOLE COVERS
Canadian Winkley Co., Windsor, Ont.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT. SEPARATOR AND GAS ENGINE
Imperial Oil Company, Ltd., Toronto, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
Standard Meter Co., Ltd., Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

ORGAN SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers' Cordage Co., Montreal and Halifax.
Gutta Percha and Rubber, Ltd., Toronto.
Jenkins Bros., LLtd., Montreal.

PACKING RUBBER
Gutta Percha & Rubber, Ltd., Toronto.

PADLOCKS
C. O. Clark & Bro., Montreal, Que.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

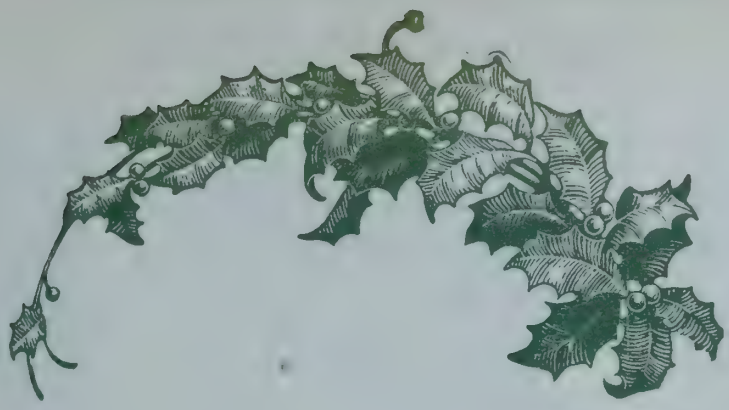
PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.

PAINT, READY-MIXED, HOUSE, BARN, ROOF

FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons, Limited, Toronto.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Canada Brush Co., Ltd., St. John, N.B.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John N.B.

PAINT AND VARNISH REMOVER
Brandram-Henderson Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal, Que.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.



Our Yule-tide Wishes

That Your Christmas may be a Happy One, and that the New Year may bring abundance of Joy, Health and Prosperity. This—to You and Yours, is the Sincere Wish of

Miller-Morse Hardware Co., Limited

Winnipeg - Canada



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

PARIS GREEN
Canada Paint Co., Montreal.
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
Walter Woods Ltd., Hamilton, Ont.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Metal Products Co., of Canada, Limited Toronto, Ont.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

PHONOGRAPH MOTOR SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO AND PIANO PLAYER ACTION SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE CLEANER
The Chamberlain Desolvo Co., Ltd., Toronto, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Quality Tool Works, Ltd., Montreal, Que.
Smith & Hemenway Co., Irvington, N. J.
Utica Drop Forge & Tool Co., Utica, N.Y.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLE LINE HARDWARE
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood.
A. C. Leslie & Co., Ltd., Montreal, Que.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

PRUNERS, TREE
Taylor-Forbes Co., Ltd., Guelph, Ont.

PUSH AND PULL PLATES
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
Aero Mfg. Co., Ltd., Lennoxville, Que.
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont
Aylmer Pump & Scale Co., Aylmer, Ont.

PUMPS
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
F. E. Myers & Bro., Ashland, Ohio

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
Ashwell & Nesbitt, Ltd., Leicester, Eng.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, CURB, FOR OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Ashwell & Nesbitt, Ltd., Leicester, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Guaranteed Sheet Metal & Roofing Co., Winnipeg.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUNCHES, BELT
Quality Tool Works, Ltd., Montreal, Que.
Smith & Egg, Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal, Que.
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
B. J. Coghlin Co., Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal, Que.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto, Ont.

RATCHET DRILLS
Can. Fairbanks-Morse Co., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Godell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg., Co., Ltd., Montreal, Que.
Ham Bros., Co., Ltd., Brantford, Ont.
Sanderson-Harold Co., Ltd., Montreal, Que.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
Marlin Firearms Corporation, New Haven, Conn

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co. St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Montreal, Que.

ROPE
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton, Ont
Canada Wire & Iron Goods Co., Hamilton, Ont

RULES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co. New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ue.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.

SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
J. Wiss & Sons Co., Newark, N. J.

SHEET METAL STAMPING
N. Slater Manufacturing Co., Ltd., Hamilton, Ont

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. E. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont

SHOVELS, SNOW
D. E. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products, Co., of Canada, Limited Toronto, Ont

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SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.
SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.
SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont
Simonds Canada Saw Co., Ltd., Montreal, Que.
SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SKI
The Northland Ski Mfg. Co., St. Paul, Minn.
SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.
SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.
SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que.
SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.
SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.
SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.
SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.
SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.
SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill
SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.
SOAP DISHES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.
SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.
SPORTING GOODS
The Walter Rentley Co., Ltd., Niagara Falls Ont.
The A. J. Reach Co., of Canada, Ltd., Brantford, Ont.
SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont
SPRINGS, AUTOMOBILE
R. J. Coghlin Co., Ltd., Montreal, Que.
SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.
SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—FLAT COILED AND FLAT STEEL,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.
STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.
STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.
STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.
STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto
STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
STEEL CLOTH
John W. Gottschalk, Philadelphia, Pa.
STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.
STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.
STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.
STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.
STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont
STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York
STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.
STRAPPING, BOX
The Cary Mfg. Co., Brooklyn, N. Y.
STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont
STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B
The Gurney Foundry Co., Toronto, Ont.
Hamilton Stove & Heater Co., Hamilton, Ont.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont
STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.
The Standard Meter Co., Limited.
STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.
STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
E. T. Wright & Co., Ltd., Hamilton, Ont.
STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.
TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.
TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.
TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.
TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.
TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J
The Warren Tool & Forge Co., Warren, Ohio
TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.
TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.
TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont
TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St Catharines, Ont.
TOYS
Canadian Toys, Limited, Hamilton, Ont.
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que
Gendron Mfg Co., Ltd., Toronto.
The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.
TRAMMEL POINTS
Stanley Works, New Britain, Conn.
TRAPS, RAT
The MacDonald Wire Goods Mfg. Co., Regd.,
TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.
TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont
TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.
TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
TURPENTINE
Brown Corp., Quebec.
TWINES
Consumers Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.
VACUUM BOTTLES
Aluminum Specialty Co., Toronto.
Hurtubise, Limited, Montreal
VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jenkins Bros., td., Montreal, Que.
VALVE SPRINGS
Barnes, The Wallace Co., Ltd. Hamilton, Ont.
VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
VENTILATORS
V Fariane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Bain, Limited, Toronto, Ont.
VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.
WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.
WASHERS:—LOCK,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.
WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
N. Slater Mfg. Co., Ltd., Hamilton, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The Milwaukee, Wis

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WASHING MACHINES, ELECTRIC, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. B.

WIRE, COPPER AND BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont.
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
The Gray Ball Bearing Co., Toronto, Ont.
Smith & Hemenway Co., Ltd., Toronto.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R.I.
Geo. P. Reuhl, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.
J. H. Wiliams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son, Limited, Ottawa, Ont.

MOP WRINGES
The White Mop Wringer Co., Fultonville, N. Y.

WRINGER SPRINGS
Barnes The Wallace Co., Ltd., Hamilton, Ont.

WROUGHT NIPPLES
Canada Metal Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
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A. C. Leslie & Co., Ltd., Montreal, Que.

ZINC ORNAMENTS
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HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

GLASS

We extend to our many customers warmest Christmas Greetings and the wish for greater and continued prosperity in the New Year.

With the advent of 1923 we hope for a continuation of the pleasant business relations we have enjoyed heretofore.

ONTARIO PLATE GLASS Limited

HAMILTON ONTARIO

If interested, tear out this page and place with letters to be answered

DOMSTEEL

WE EXTEND TO
THE HARDWARE TRADE
OF CANADA
BEST WISHES FOR
A MERRY CHRISTMAS
AND
A HAPPY NEW YEAR

We have an exceptionally useful business calendar which we will gladly mail on request.

DOMINION IRON & STEEL COMPANY LIMITED

A Unit of the

BRITISH EMPIRE STEEL
CORPORATION LIMITED

CANADA CEMENT BUILDING MONTREAL, CANADA

Agents for Western Canada: BISSETT & WEBB LIMITED, Winnipeg

Our Christmas Wish

To Every Hardware man in Canada and particularly to our immediate friends in the Trade — the Elastica Dealer Agents — we wish every good thing in the way of Christmas Happiness followed by a New Year of record breaking business success.



INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg **TORONTO** Halifax Vancouver



KESTER

Acid Core WIRE SOLDER

PRODUCES ONLY HEAT

Sample for Test Upon Request

CHICAGO SOLDER COMPANY

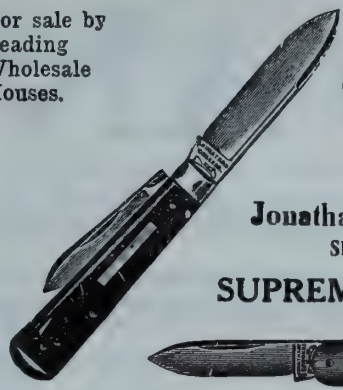
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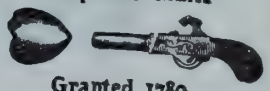
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LOUIS J. ZIESEL COMPANY, 216 MARKET ST., SAN FRANCISCO, CAL.

For sale by Leading Wholesale Houses.



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Granted 1780.

Jonathan Crookes & Son

Sheffield, England

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JOSEPH RODGERS & SONS

LIMITED

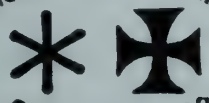
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



OAKEY'S

"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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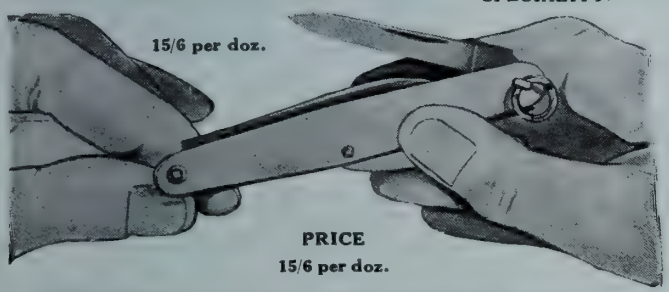
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THE EASY OPENER

OUR SPECIALITY.

15/6 per doz.



PRICE

15/6 per doz.

JACK KNIVES from 7/- doz. CATTLE KNIVES from 41/6 doz.

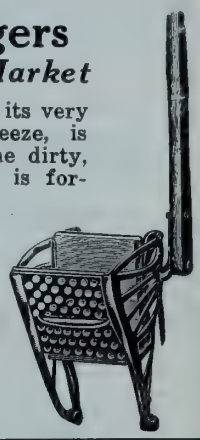
Manufacturers also of the finest Sheffield Cutlery of every description.

T. E. ROWBOTHAM & SON, GLOBE WORKS, PENISTONE ROAD SHEFFIELD, ENGLAND

White Mop Wringers

Quick Turnover-Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty, tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. Made in Canada



WHITE MOP WRINGER CO.

OF CANADA

Factory: PARIS, ONT. Office: FULTONVILLE, N.Y.



Ice Harvesting Tools

Ice Ploughs, Ice Saws, Ice Tongs, Bars Hooks, Axes, etc.

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Farmers
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Order Northland Skis Now—Double your Sales

The fastest selling ski on the market—made of the finest woods obtainable. Both expert and beginner insist on the blue trade-marked Northland. Mail your order today and be prepared for this winter's demand.

New catalog on request.

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World's Largest Ski Manufacturers.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

WANTED

GLASS SALESMAN

Glass salesman required for Western or Northern Ontario; must be energetic and aggressive with a good Hardware connection. Good prospects for the right man. Give particulars of experience together with age and salary required. Box 989, Hardware & Metal, Toronto.

HARDWARE TRAVELLERS COVERING Northern and Western Ontario districts. Must have established connection. State full experience. Replies strictly confidential. Box 928, Hardware & Metal, Toronto.

HARDWARE CLERK, FIVE OR SIX YEARS' experience, to take charge of wholesale order department. State full experience. Box 929, Hardware & Metal, Toronto.

SITUATIONS WANTED

SITUATION WANTED BY COMPETENT trained hardware stenographer with wide experience in wholesale trade. Apply Box 52, Hardware & Metal, Montreal.

Manufacturers' Agents

Calling on the larger hardware trade in Ontario & Quebec, desire to represent additional factories Long selling experience and valuable connection with reliable firms both French and English.

STEVENSON BROS., LIMITED
48 Colborne St. TORONTO.

HARDWARE CLERK — RETAIL HARDWARE man desires steady position in good town close to Toronto. Fifteen years' experience. References. Box 901, Hardware and Metal, Toronto.

FOR SALE

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. Inside dimensions and prices are as follows: 15″ deep, 2 ft. 5″ wide, 3 ft. 11½″ high, fitted with built-in- compartment. Price $250.00. 18″ deep, 2 ft. 6″ wide, 4 ft. 5″ high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal. Toronto.

FUEL OIL STORAGE TANK
10,000 Gallons Capacity.

This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply MR. VOGAN, The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Adelaide, 5740.

PLUMBING, TINSMITH AND ELECTRICAL business with stock of stoves, tinware, etc. in good Ontario town. Stock about $4,000; good turnover. Box 910, Hardware & Metal, Toronto.

ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

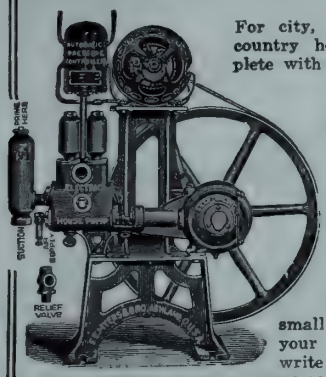
HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E.F. MYERS & BRO., ASHLAND, OHIO



The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

Manufactured by

T. I. THOMSON LTD., Owen Sound, Ont

Canada Tack & Nail Co., Limited

Morrisburg Ontario — Hamilton Ontario

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Quality Tacks of All Kinds

Representatives:
Maritime Provinces—W. A. Maclauchlan, St. John, N. B.
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Ontario—T. Mortimer & Co., Toronto.
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Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands..... 20c per doz. 90c per 100
Three spiral colored bands..... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

GUARANTEED



Two way clusters.
Tungsten lamp bulbs.
Auto lamps.
Carbon lamp bulbs.
Japanese chinaware of all kinds.
Both for import and stock.

Inquiries solicited for all electrical goods.
DIRECT IMPORTERS.
THE MIKADO COMPANY,
Head Office: Yokohama, Japan. Branch: 29 Melinda St., Toronto.

QUALITY THAT REPEATS SALES

Quality That Repeats Sales. We make Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
LONDON, ONTARIO.

Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

GEORGIAN BAY SPRING AND BABBITT WORKS
Distributors for Ontario:
WHITES LIMITED, Collingwood

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

Have You Received HARDWARE AND METAL Electro Catalog Yet?



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others That's why you should sell them. Order through your jobber to-day.

Sensible Christmas Presents

BANNER ASH SIFTERS



the Most Popular Ash Sifter

Your Jobber or
The Burrowes Mfg. Co.
Toronto



Hinsdale Sockets & Wrenches

No tool kit complete without them. Set of 5 D.E. heat-treated wrenches, 70 cents—Nickeled, 85 cents. Sockets 5/16 to 1¼ heat-treated and nickeled, 20 cents each. Absolutely guaranteed.

Dealers send for Catalog and Trade Discounts

GEO. P. REUHL,
275 King St. E. TORONTO.

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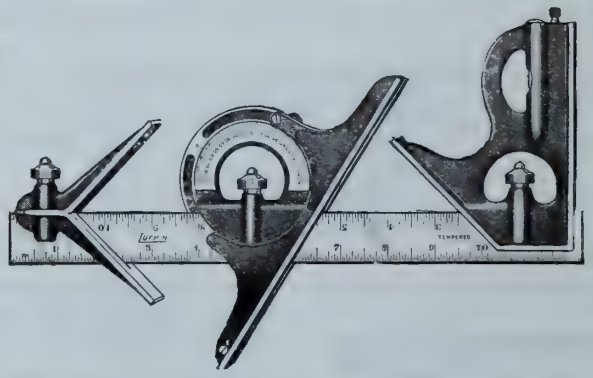
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COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

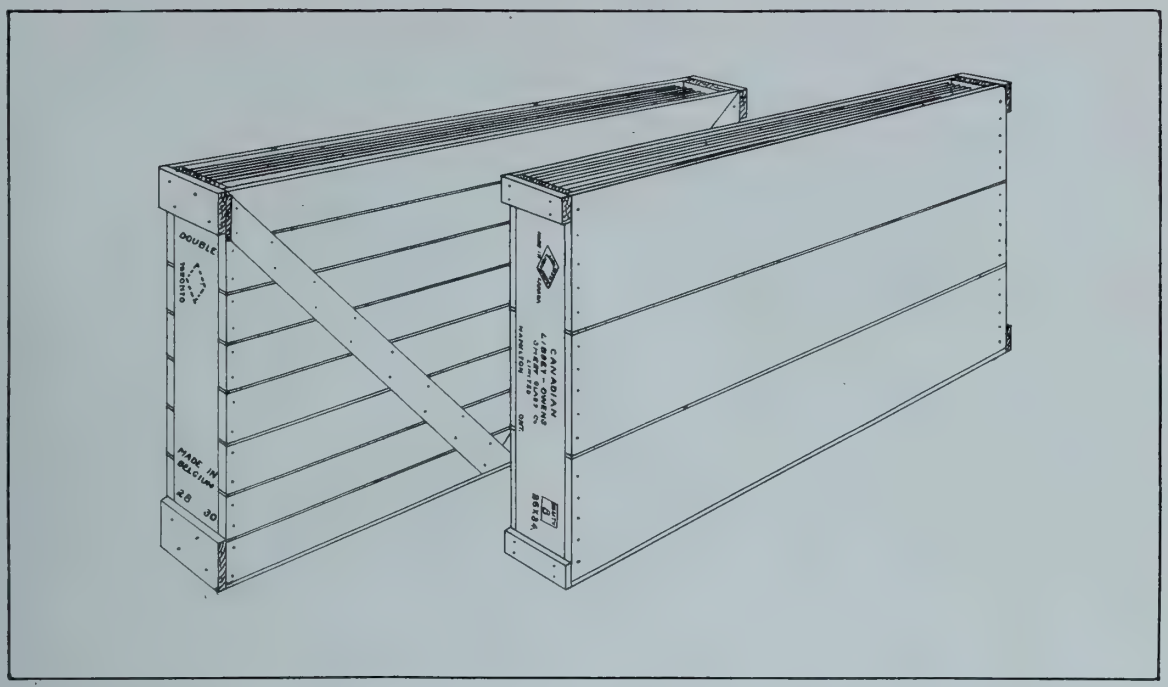
JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.
On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE — LUFKIN — MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



WINDOW GLASS

We can ship promptly from stock either **Belgian** or **Canadian Libbey-Owens** window glass. Stocks at our three warehouses are very complete.

Everything in Glass for Building Purposes

We also carry full stocks of building glass of every description, which we can ship immediately to any point. Just write, phone or wire your requirements. Our prices are right.

The Consolidated Plate Glass

Company of Canada Limited

TORONTO
MONTREAL WINNIPEG



Good people all—Good people all;
My wishes best I sing you.
That Christmas Day in every way
A thousand joys will bring you.

"Save the surface and you save all"

McARTHUR IRWIN LIMITED
ESTABLISHED 1842 MONTREAL

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 51 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA December 23, 1922

Kyanize

KY-A-NIZE



CANADIAN WHOLESALE DISTRIBUTORS

J. H. Ashdown Hardware Company, Ltd., Winnipeg, Edmonton, Calgary, Saskatoon.

Bogardus, Wickens, Limited Vancouver, B. C.

GRASP THIS OPPORTUNITY—HUSTLING DEALERS

Only one aggressive merchant in each locality reaps the harvest. You should be the man. If there is no Kyanize Agent near you—write for details—NOW—Today.

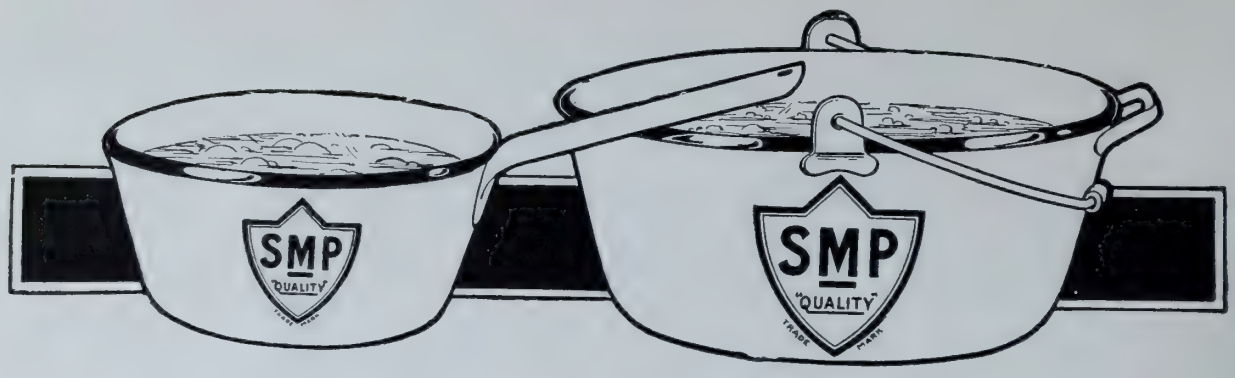
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Sturgeons, Limited, Toronto, Ont.

Townsend Paints, Limited, Montreal, P. Q.

Robertson, Foster & Smith, Ltd., St. John, N.B.

BOSTON VARNISH COMPANY, Everett Station 49, Boston, Mass., U.S.A.



CRYSTAL WARE

Full Line of This New Triple-Coated White Ware Now in Stock

The vogue for high class white enameled ware grows stronger every day. And we produce Crystal Ware to satisfy this demand. Merchants handling it are reporting most enthusiastically on Crystal Ware. It is a good line.

Recent additions to the SMP Crystal Ware line include Rice Boilers, Savoy Cookers, Convex Kettles, London Kettles, Preserving Kettles, Straight Kettles, Dish Pans, Flaring Sauce Pans, Straight Sauce Pans, Potato Pots, Roasters and Roasting Pans. This makes Crystal Ware a complete line—the equal of which cannot be found anywhere on the market.

Crystal Ware is triple-coated clear white enameled ware, trimmed on edges in royal blue. All pails have black enameled hardwood grips. It has the finish of finest white crockery without the breakage. It appeals to women because of its unusual beauty, and because it harmonizes with the porcelain white trims so popular on electric, coal and gas ranges.

Crystal Ware sells on sight. It is proving one of the best propositions that any hardware man can handle. It makes a beautiful window display and is a handsome line to display inside your store. Be wise and place your order for Crystal Ware immediately.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Merry Christmas
and a
Happy New Year



Enter New Year Resolutions in This Book

The season has come again, the 75th time for Rice Lewis & Son, Limited, when we wish the hardware trade a Merry Christmas and a Happy and Prosperous New Year. It is with the utmost sincerity that we express this sentiment.

But with the coming of the New Year come also new duties and new obligations. One of the first of these new duties that follows the rush of the busy Christmas season is that of stock taking.

As you are engaged in your inventory and notice lines that need replenishing remember that our stocks are in good shape, we solicit your business. Make a note in your New Year Resolution Book to send us your mail orders, which will have prompt attention.

Rice Lewis & Son

Victoria St. Limited Toronto

"Ask the Rice Lewis man or write direct."

If interested tear out this page and place with letters to be answered.



Stocking and Featuring—

the ORIGINAL SAMSON BIT BRACE if not already being done by you, deserves your serious consideration from the standpoint of PRESTIGE AND PROFIT.

The ORIGINAL SAMSON BALL BEARING BIT BRACE, always popular with the man having a fondness for first class tools, has just been further improved by the addition of a device which acts as a stop when the chuck is opened to its full capacity, thereby keeping the shell and jaws in proper place and in perfect alignment.

Made in two styles and various sizes

PEXTO

Canadian Representatives:

Prescott W. Robinson Sales Co. Ltd.

333 Bleury St., Montreal, Que.

THE PECK, STOW & WILCOX CO.

Southington, Conn., U.S.A.

If interested tear out this page and place with letters to be answered.

The No. 915 Safety Hasp

A Little Better Than The Others



Smooth even action is assured by the accurate spinning of the pin and by snug-fitting joints.

The strap of the hasp is off-set at the joints, allowing it to lie perfectly flat along the front surface.

The screw holes of the hasp and staple plate are countersunk, are perfectly smooth and are concealed—making it impossible to remove the hasp when locked.

The movable plate staple takes care of door shrinkage—there is seldom need of re-setting.

The vertical staple permits the padlock to hang straight. The No. 915 Safety Hasps come neatly packed: one dozen hasps in a strong attractive box. Sizes 3″, 4½″ and 6″.

Canada Steel Goods Company

LIMITED

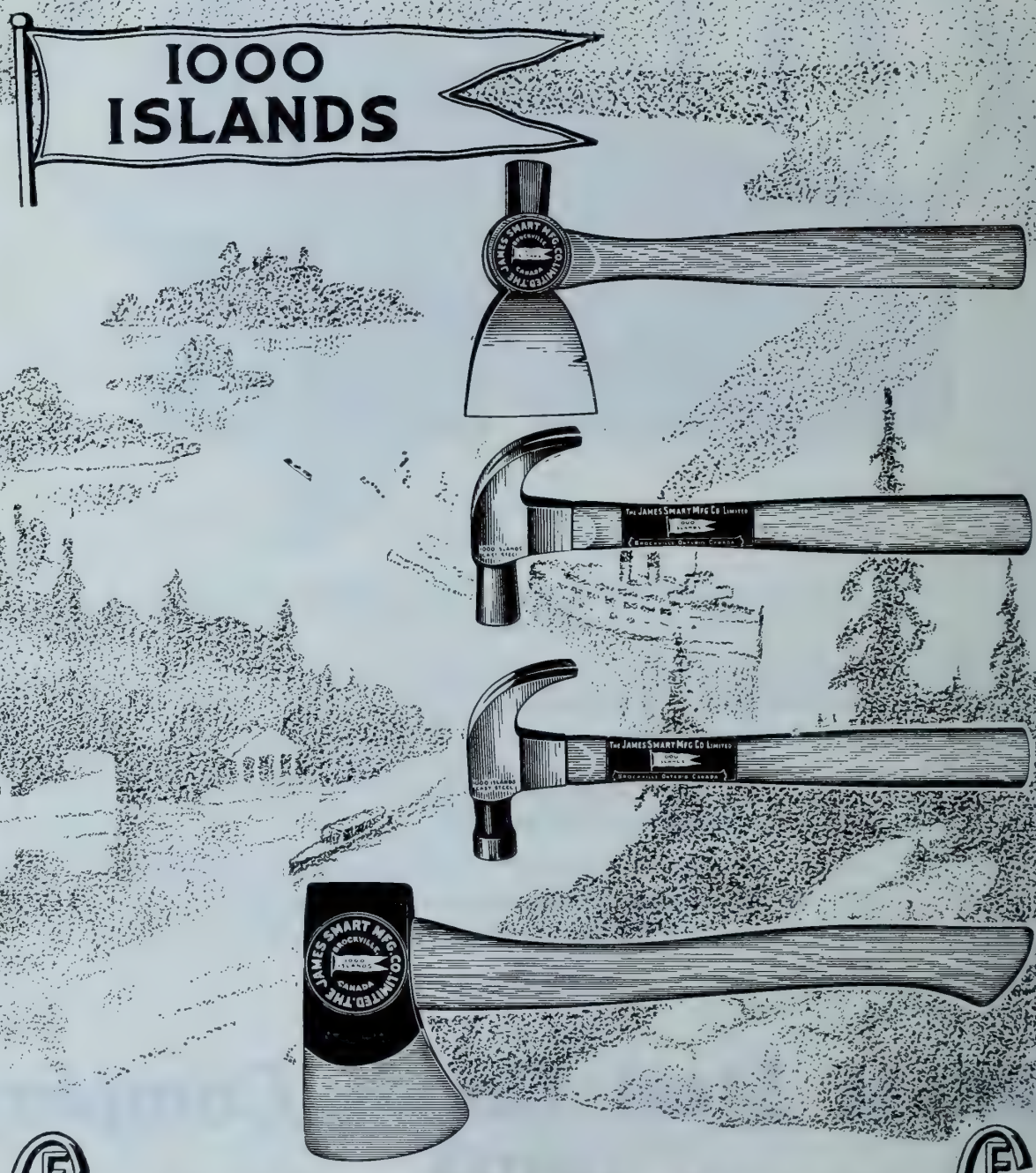
Hamilton - - - - Canada

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CANADA

FOUNDRIES & FORGINGS

LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



The General Manager said:—

"and Plymouth Rope made that success possible"

RECENTLY the general manager of a very successful company building heavy machinery told a friend some of the problems which they had been obliged to overcome.

He described the bringing out of the machine upon which their reputation had been built and said:

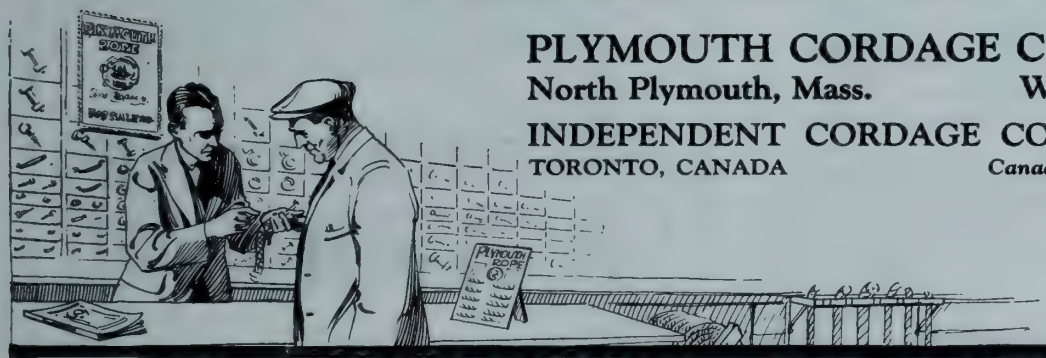
"For a long time we were afraid that it would be a failure. You see, it depended for its operation on a rope drive, and we could not find a rope that would stand up under this service more than three months.

"We tried nearly every rope on the market. Customers who were forced to shut down every ninety days while a new rope was installed began to complain and threatened to take the machine out.

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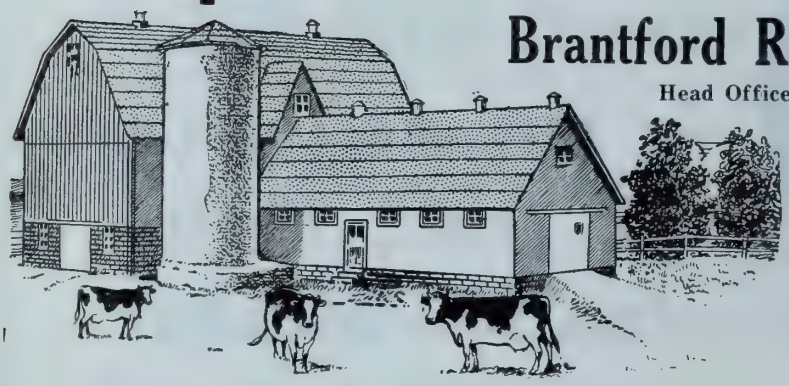
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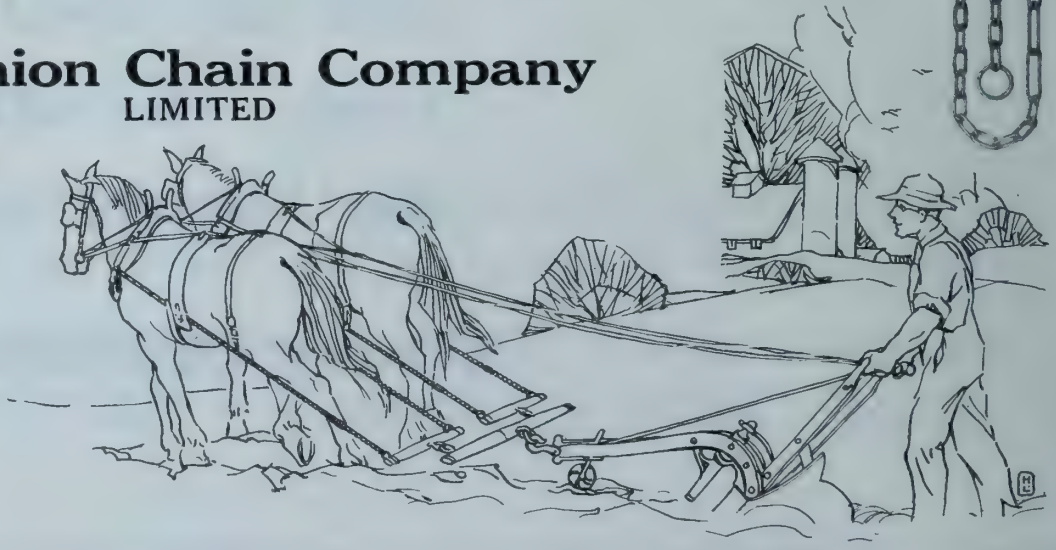


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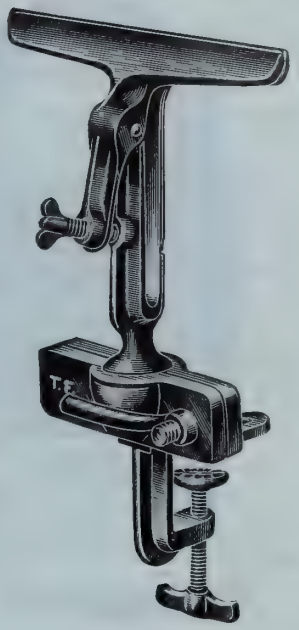
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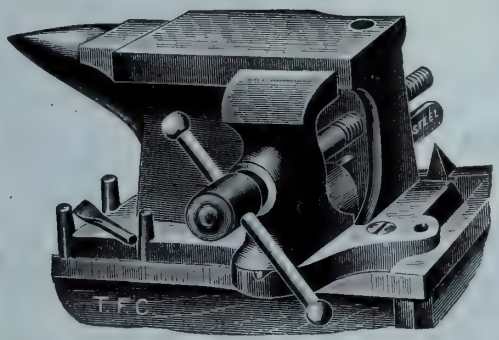


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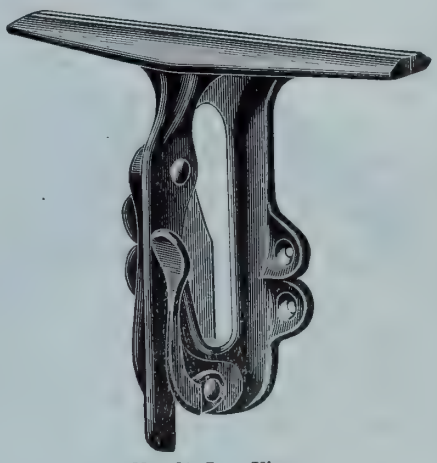


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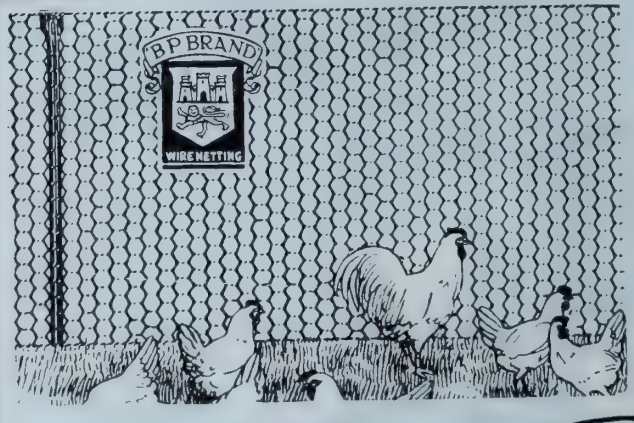
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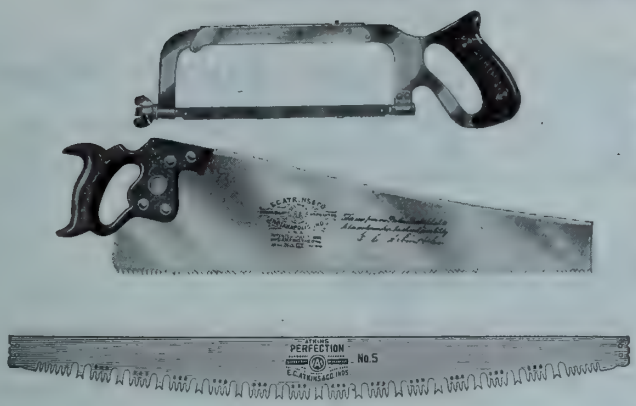
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It means that the farmer, and the carpenter, and the mechanic, also the butcher, the grocer and the householder, are sold on the high quality of Atkins Sterling Quality Saws.

We are advertising them through the leading trade journals and other papers.

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Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

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Fig. 106.
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Standard Pattern.

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Jenkins Valves
SINCE 1864

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"Big Changes Suggested in Taxation Measures"

In conference behind closed doors, new taxation directly affecting plumbers, tinsmiths, etc., has been prepared. A special report from SANITARY ENGINEER has followed up these conferences closely and some valuable inside information on the probable trend of such changes will be given in the December 15 issue.

"Further Sidelights on Plumbing Installments"

If you haven't been following Major Anthes' witty articles on plumbing and the plumber—"the guy that makes water run upstairs"—you want to start right in with this one. The stories are funny and the illustrations are screams, but every one of them is pointed with an idea for increased business for the plumber. This particular article is on how to sell high class plumbing fixtures. Read how this plumber got a line on prospective business by following the lumber wagons. Yes! It's in the mid-December number, too.

"Problems of the Inventory this Year"

If you just naturally hate the thoughts of inventory taking, you'll find relief from your problems in this article. It's written specially for SANITARY ENGINEER by S. W. Hafner, head of an accounting firm showing the particular troubles to be met and overcome this year.

And Most Important of All—"Markets"

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I am enclosing $2.00 *to pay for my subscription till December, 1923.*
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Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV DECEMBER 23, 1922 No. 51

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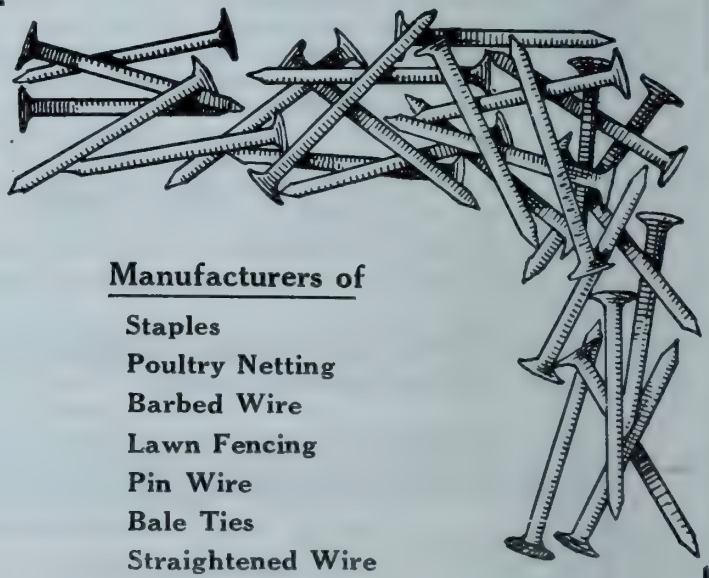
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, DECEMBER 23, 1922 No. 51

Would Compel Passing On of Sales Tax

Early Discussions of Joint Conference Recommendations Bring Out Plan for Eliminating Absorption of Any Part of Sales Tax —Would Favor Imported Goods Says One Manufacturer—Why a Tinsmith is a Manufacturer for Tax Purposes

THERE HAVE been some discussions in the last few days of the resolutions which were framed at the joint meeting of the manufacturers, wholesalers and retailers as dealt with in December 9 issue of Hardware and Metal, but there is little unanimity of opinion as yet. A number of wholesale hardware firms, members of the Canadian Wholesale Hardware Association, have expressed themselves in favor of the resolutions opposing the tax on receipts, scheduled to go into effect on January 1, 1923, and also favoring the elimination of the graduating feature of the stamp tax on cheques, drafts, etc. In the case of drafts the opinion has been expressed by some wholesale hardware merchants that the stamp tax should not be applied until the draft has been accepted. This is in harmony with arguments advanced in previous issues to the effect that a draft is not a negotiable instrument until it has been accepted.

While expressing favor with the general principle of the Sales Tax, a common opinion among wholesale hardware firms is that the Sales Tax should be applied at the source only, namely on manufacturers and importers. They see little reason for continuing this tax on down through the various stages of distribution when it can be collected and refunded to the government by manufacturers and importers and passed along to the consumer. Some argue that this plan would prevent the inclusion of the tax in the amount on which profits are figured, such as is now done to some extent.

The Retailers' Position

The retail merchants have not yet held a meeting for the discussion of the resolutions, but it is known that they generally favor the Sales Tax applied at the source only, and the slight increasing of this form of taxation if necessary to enable the elimination of the receipt tax and other such minor impositions which take up the retailers' time. Definite opposition is taken to the receipt tax and any other tax which enters into the transaction over the counter. Argument advanced in favor of the receipt tax is that providing it is not applied to every cash register slip or counter check and only on amounts over $10 that it will not seriously hamper business and be a big producer of revenue. It is thought it might have some effect in discouraging these credit accounts which would combine a number of small items into an amount which would require a tax on receipt when paid for. Similarly it might encourage credit accounts grouping amounts over $10 so as to render necessary the use of only one tax stamp. The question of telephone orders or mail orders where some receipt or other evidence of money paid must be forthcoming has also entered into the discussion.

Manufacturers have been holding some meetings this week and it is understood they have expressed favor with the abolition of the receipt tax though they are of the opinion that there is little likelihood of it being withheld either temporarily or permanently. It is understood that their discussions have also favored the establishment of a uniform stamp tax on cheques, drafts, etc. The resolution of the last meeting favored a tax of two cents on cheques up to $100 and four cents on all cheques over that amount, as preferred to the present tax on a graduated scale of two cents for every fifty dollars. It is understood the manufacturers favor a straight four cent tax on all cheques. This would, it is claimed, simplify the matter for firms handling many cheques, would be less of a handicap to big business transactions, and would tend to curtail the number of very small cheques.

Paint Manufacturers Suggest Changes

The Sales Tax principle has been upheld by the manufacturers, though some modification has been suggested by the paint manufacturers as outlined in last week's issue of Hardware and Metal. The amendments put before the gathering by Royal Cluxton, manager Canada Paint Co., provide for the charging of the full sales tax of 4½ per cent. on sales by manufacturers or wholesalers, but eliminating from taxation the sale from manufacturer to wholesaler. The idea of this is to equalize the tax and not give an advantage to wholesalers as has frequently been the case in the past. This suggested plan would disallow the absorption of any part of the tax by manufacturer or wholesaler, thus the whole amount of the tax would be passed along to the retailer and on to the consumer according to the government's intention.

While the retailer's chief complaint has been registered against taxes such as the luxury tax which enter into the transaction over the counter there is also some objection to any plan which will make the burden any greater for the retailer. At present the retail merchant finds it necessary to absorb the sales tax on certain lines. In the case of nails, screws and other such lines sold in small quantities, the tax is a fraction. The retailer is said to have little opportunity to fairly collect such a tax. In the case of merchandise such as certain safety razors which carry a suggested resale price, advertised throughout the country to consumers, the retailer has had to absorb part of the sales tax because of his inability to ask an odd price involving a few cents more than the advertised price. If an explanation of the odd amount is offered, there immediately arises in the customer's mind that distasteful idea of having to pay tax at every turn. This constituted the chief objection to the Luxury Tax. In some cases where hardware lines have carried a suggested resale price, the manufacturer has revised prices so as to lighten the retailer's burden. If this is to be disallowed in future it is pointed out that it will be up to the retailer to collect the odd amount of the tax.

(Continued on next page)

In discussion of the Sales Tax plan as outlined, one importer has pointed out that under the plan of eliminating any absorption of the sales tax, he would have to pay 3 3-4 per cent. on import and the merchandise would carry the usual 4 1-2 per cent. sales tax before reaching the consumer whereas the retailer could import a competitive product from a foreign manufacturer and pay only the 6 per cent. import tax. This would constitute an advantage of two and one-quarter per cent. in favor of foreign goods. Obviously this would favor the department stores and other large retail buyers who do considerable importing. This and other angles of the question were fully discussed.

Arguments favoring the amendment of the paint manufacturers include the elimination of any unfair competition due to partial absorption of the tax as for instance, where wholesalers follow the policy of absorbing part of the tax thus forcing the manufacturer to do likewise on his sales direct to the trade. In view of the likelihood of the sales tax being increased it is also felt to be advisable to place the collection of this tax on a different basis where it will not involve such an expense to the manufacturer or wholesaler in future. Added to this is the fact that it is not the government's intention that this tax be absorbed, but that it be passed along to the consumer.

Retailers as Manufacturers

Among the more minor resolutions on which there was less conflict of opinion were the receipt tax, stamp tax, and the taxing of certain retailers as manufacturers. This latter point is important to tinsmiths, harnessmakers, etc. It will be recalled that in the efforts to classify a manufacturer, a retailer, the mechant tailor, blacksmith, tinsmith, etc., were all placed in practically the same category. It was decided that tinsmiths were manufacturers whereas blacksmiths were retailers. Merchant tailors were retailers, whereas confectioners were manufacturers. The reason for this is not at once apparent, but it is due to the fact that tinsmiths and confectioners produce articles which can be sold in the ordinary course of retail trade to almost anyone. The mechant tailor makes a suit of clothes for a customer and in the ordinary course of business it will fit no one else and would not be sold in the regular course of retail trade. The same thing applies to blacksmiths. The line of demarcation between these trades is definitely fixed in the resolutions now being considered and the unsatisfactory condition which has existed for some time in connection with these trades may be eliminated.

Would Tax Drafts When Accepted

Such is Recommendation of Montreal Metal and Hardware Ass'n. at Annual Meeting—Ask That Receipt Tax be Withheld for Further Enquiry—Sales Tax Provides Mounting Revenue

MONTREAL.—At the annual meeting of the Montreal Metal and Hardware Association, the following officers were re-elected for the ensuing year: president, Lieut-Col. Robbert Starke; vice-president, T. M. Hutchinson, general manager, Drummond McCall & Co.; treasurer, H. T. Diplock, Steel Co. of Canada; directors, A. Jeannotte, A. A. Robertson, T. H. Jordon and W. Beverley Robinson.

Asks for Postponement of Receipt Tax

The most important question discussed at the meeting was the tax on receipts, effective from January 1 next. After considerable discussion and criticism it was decided to ask the council of the Montreal Board of Trade if they would consider the advisability of asking Parliament to postpone the effective date of this tax for six months in order that the matter might be more fully discussed by those who would have affixed the stamps. It was recognized that the government must have the money, but it was hoped that with this delay some less annoying alternative method of securing it might be worked out.

Too Many Taxes in Business

It was felt that the multiplication of these regulations and other stamp demands was an irritating hindrance to ordinary business, and the hope was expressed that eventually all these comparatively small applications of tax charges might be concentrated into one general tax which would give the requisite revenue without impeding business as at present. One of the most irritating stamp taxes was that which was applied to bills of exchange. In the case of unaccepted bills and drafts, the members approved of the suggestion made by the council of the Board of Trade to the Minister of Finance that, "Since bills of exchange are valueless until accepted, when they are returned unaccepted and other means of settlement arrived at, the tax has to be paid twice or even more on the same transaction." Therefore the council asked that the Act be amended so as to provide that stamps may be affixed only to such bills after they were accepted.



COL. ROBERT STARKE

Starke-Seybold Co., Ltd., Montreal, re-elected president of Montreal Metal and Hardware Association. At the annual meeting of the Association Col. Starke gave some interesting details of revenue from various taxes.

President's Annual Report

In his annual address Col. Starke dealt chiefly with the Sales Tax, the Stamp Tax and insolvency legislation. Regarding the sales Tax, figures were quoted showing that from May 19, 1920, to March, 1921, the amount derived from this tax by the government was $38,000,000. For the fiscal year ending March, 1922, the amount increased to $61,000,000, and there was no doubt that a very substantial increase in the revenue from this tax would be shown during the present year. It was very interesting to note, he said, that the rate of the Sales Tax as applied by manufacturers or producers to wholesalers or jobbers had increased 125 per cent., and by manufacturers or producers to retailers or consumers 150 per cent., while its rate on importations by manufacturers or wholesalers, or jobbers had increased 275 per cent., and on importations by retailers or consumers 300 per cent.

He then outlined the more annoying features of the Stamp Tax, especially with regard to drafts and bills of exchange which produced the general discussion outlined above.

Other interesting figures presented were those in connection with the sale of stamps just previous to, and immediate-

ly after, the enforcement of the tax. The sale of stamps during the month of July this year amounted to about $2,000,000, during the month of August about two and three quarter million dollars, and during the month of September $2,600,000. It would, therefore, appear that the revenue from the stamp tax would be from $8,000,000 to $10,000,000 for twelve months.

Reviewing the work of the committee appointed early in the year under H. T. Diplock in connection with the Bankruptcy Act, it was pointed out that three of the recommended amendments were incorporated into the Bankruptcy Act which passed the House of Commons in June last.

Regulations regarding the marking of importations were briefly dealt with as the Act to amend the Customs Tariff, 1907, passed by Parliament on June 23 last did not affect the metal and hardware trade of Canada up to the present time.

WHY A TINSMITH IS A MANUFACTURER FOR TAXATION PURPOSES

Tinsmiths have long wondered why they were classed as manufacturers, for taxation purposes, while blasksmiths, merchant tailors and others producing certain articles were classed as retailers.

The reason, as outlined in the resolutions being considered now, is that tinsmiths and confectioners produce something which can be sold in the ordinary retail way to practically anyone, whereas the product of a blacksmith or tailor is to special order and could not be sold in ordinary retail trade.

PNEUMATIC TIRES REQUIRED

IN THE near future all motor buses operated in the Province of Ontario will be required to carry pneumatic tire equipment, according to Hon. F. C. Biggs, minister of highways. This step has been under consideration for some time and apparently definite action has been decided upon.

There are two reasons for the decision. One is the government's belief that passengers in these buses are entitled to the greatest available comfort and the other is that as these buses invariably travel at fairly high speed and frequently carry very heavy loads they should be so equipped as to permit of their operation with a minimum of damage to the roads upon which they travel.

Recommendations were made to the government that all commercial vehicles should be required to use pneumatic tires.

Three Thousand Telegrams to Ottawa

Falls Far Short of the Hundred Thousand Which Were Anticipated But Some Interesting Points Were Brought Out—Want Revenue Department Stamps Used Instead of Post Office Stamps —Cannot Stop Enforcement of Act

IN THE near future all motor buses circles in Ottawa considerable interest has centered in the attack which has been directed by certain retailers against the tax of two cents on all receipts of ten dollars and upwards, which becomes effective January 1st. The telegrams from merchants in every part of Canada voicing dissatisfaction with the measure have been placed before the Premier, but up to the present he has not made any public statement respecting his attitude. It had been thought likely that the protests, together with the fact that the Finance Deparment experts who have been studying the English receipt tax regulations, have not yet returned to Canada, would delay the putting into force of the Act, but it is now stated on high authority that nothing can prevent the tax becoming operative on the first day of January.

Delegation Will Follow

As was pointed out in the last issue of Hardware and Metal the telegrams were merely preparation for personal representations which would be made to the Prime Minister in the near future. It is the intention of the trade, now that the matter has been taken up, to press for the abolition of the measure as vigorously as possible. It is expected that a delegation will visit Ottawa shortly for the purpose of interviewing the Government, and pointing out to them the importance of having everything removed that will hamper and lessen the speed and flow of trade and commerce. The delegation will also argue that as retail merchants have been made the unpaid tax collectors of the Government they should at least be consulted as to what effect any measure proposed by the Government would have on their trade.

With a view to getting definite facts regarding the number and nature of the

(Continued on page 46)

Regulations Governing Receipt Tax

A CANADA GAZETTE extra contains the regulations governing the stamp tax on receipts of $10.00 and upwards. This tax becomes effective on and after January first.

The regulations follow:

"Counter sales slips and cash register tickets are not taxable, provided no words implying or stating acknowledgment of the receipt of the payment of money appear thereon.

"Payrolls, signature of employe thereon being receipt for wages, taxable in respect of each such signature.

"Receipts for payment of legacies are taxable. A receipt for money in a deed or mortgage is taxable.

"Receipts for payment of taxes except those given to or by the Dominion Government or a Provincial Government, are taxable.

"Individual freight bills and periodical statements of same, acknowledging receipt of payment, are taxable.

"Customs House brokers receipts are taxable.

"Letters forwarded by mail, also postcards, acknowledging the payment of money, are regarded as letters and cards and are not subject to this tax.

"All insurance policies, whether fire, marine, life, or casualty, wherein the payment of money is acknowledged, are taxable.

"All insurance receipts, acknowledging the payment of money, are taxable.

"Receipts drawn out of Canada, but not valid until countersigned in Canada, are taxable.

"Voucher cheques and cheques with receipts endorsed thereon when drawn upon or addressed to a bank, are not taxable as receipts.

"Remitter's counterfoil, being part of a taxable express money order, is not taxable as a receipt."

Persons violating or evading the regulations are liable to a penalty not exceeding $100.

NOTE: Persons or firms who desire to have receipts stamped by means of a die, may make application for stamping to the Department of Customs and Excise, under regulations which have now been established.

"Make Range Prospect Hungry for Luscious Canned Fruits and Brown, Juicy Viands"

Says Western Hardwareman, in Contrast With Sale of a Range Merely as So Much Cold Iron and Steel—Week's Demonstration in Mid-Winter Stimulates Stove Business—Where to Look for Prospects—Grouping Seasonable Lines

GROUP selling of various hardware lines is practised to a considerable extent in the Saskatoon Hardware Co., Ltd., retail store in Saskatoon, Sask. Discussing business methods with a representative of Hardware and Metal, the management of this store pointed to the advisability of going over the stock carefully and grouping the commodities which will have a seasonable appeal. These lines are then grouped on display tables, in the window displays and in the advertising for the purpose of associating them in the minds of customers. It is found that one of the difficulties in the way of a bigger turnover of merchandise is to bring people to a more definite appreciation of the value of the article and to show vividly how it can be linked up with their needs and either save them money in other ways or provide comfort to such a degree that they will not be without it at any reasonable price.

This idea is being followed out in connection with fall sporting goods, stoves, household necessities, etc. Take the case of sporting goods, the window display shown herewith reveals a grouping of guns, ammunition, decoys, gun cases, ammunation belts, hunting garments, etc. A wider grouping of articles of interest to the hunter is found in the store interior adding such lines as camp equipment.

Group Cold Weather Needs

In the other window is shown a grouping of a number of seasonable lines which ordinarily are hard to display and which seldom are found in such a group. With the cold weather here much time is spent around the grate fire. What is more desirable than fireplace equipment such as fire baskets, screens, fire irons, etc.? For the kitchen stove, stove boards are needed. Some compact heaters are also shown in the window.

Discussing stove, range and heater sales with this and other Western hardware firms, a number of splendid selling ideas were secured.

One firm which has sold over one hundred pieces, that is coal, gas and combination ranges, keeps plugging away with consistent advertising. They also have some other helpful ideas as was indicated by a further discussion of the subject. In the spring of the year a special week is given to a demonstration of gas ranges, and it is significant that as result of interest stirred up at such a demonstration, ranges are sold throughout the summer months and into the fall. On the floor a complete line of coal, gas and combination ranges are shown and all are kept well polished. It is found that customers are impressed with a full line to choose from and also by the stock being in attractive condition. Buying a range calls for an investment of a considerable sum of money. To some buyers it is a most important matter and one long to be remembered. Such prospects should, therefore, not be treated lightly, according to this merchant.

Show Canned Fruit With Gas Ranges

One or two gas ranges on the display floor are always connected up for demonstration purposes and the ranges are consistently featured in the window displays. On glass shelves above the gas ranges, near the front of the store, is a grouping of some bottles of luscious canned fruits and vegetables done by a special process involving the use of a range giving an even heat and showing the temperature existing in the cooking oven. Throughout the year, but more particularly around preserving time, and in the cold weather after the fresh fruit is all gone, such a display makes everyone's mouth water. No one entering this store fails to show interest in this display, and this gives the store salesman an opportunity to talk the outstanding qualities of his particular range.

When a range is sold an inspection is made of it when installed to make sure that the oven heats to proper temperature and instruct the buyer as to the many uses to which it can be put. This interest generally secures a list of other valuable prospects as well as cementing relations with the buyer. This firm does not make a house to house canvass, but they urgently follow up all select prospects secured in the above manner.

Not So Much Iron and Steel

Salesmen in selling the particular range sold by this firm deal with its select points of comparison and dwell particularly upon the splendid results to be secured in cooking, roasting, etc. The manager of the store explained that when a salesman sells a range he does not sell so much iron and steel, but he sells a medium for achieving a satisfactory result in connection with the household duties. This is what the housewife has in mind when buying a range, and while, of course, details of construction have to be dealt with in order to convince her that she is receiving value for her money, yet the idea of making the prospect "hungry" for the brown juicy viands and other edibles done to a turn, is what clinches more deals than anything else. We know from actual experience just what the range is capable of doing and how to get these results, and then it is up to us to so convince the customers that these are the results they desire.

Mid-winter Sales

Some question has been raised as to whether stoves and ranges can be actively pushed in the mid-winter months after the initial business of fall is over. There may be some handicaps to such business but the fact remains that aggressive hardwaremen are making a success of mid-winter trade. Details were secured from a number of Western hardwaremen concerning their plans which have made possible the sale of eighteen, twenty or tweny-five ranges during the month of December and some of them in past years have sold that many ranges in January and February. The reason underlying most of these successes appears to have been an aggressive spirit which refused to admit that ranges could not be sold at this time of year. Even in some districts where crops were not so good and farmers said to be hard pushed, active sales of ranges have been reported in some instances. The fact that a stove or range is an article of utility, that it fills an integral part in the household equipment, takes it out of the class of article which may be more of a semi-luxury and which can be done without undue stress. This point has been emphasized by these merchants who have made a success of winter business done in ranges in the farm districts.

Mid-winter Demonstration

One firm which sold eighteen ranges in a couple of weeks in December advertised that an expert from the factory would be on hand to conduct a demonstration during one week, and that all who had the least interest in a range even though they did not contemplate buying one for some little time, could learn something from the demonstration. There was a fair turnout on the first day and no attempt was made to sell. Note was taken of those who were more particularly interested and sales-

men made personal calls upon them in the ensuing days. The demonstration was followed with continual talk of "ranges" instead of talking about the low prices of farm products. He contends that once you get a prospect to think more of the comfort and service to be secured with a range than of the conditions existing in other fields at the time, that they are on a fair way to being sold despite the acuteness of their other affairs. This merchant talks "service and satisfaction" rather than the price or quality. He has found by experience that too much stressing of "quality" in the early stages of the talk is apt to make a prospect imagine that the range must be away out of proportion to his or her ability to pay.

The sales manager of a large stove manufacturing firm discussing the opportunities for the sale of stoves gives the following helpful advice: Instead of concentrating selling abilities entirely to the opportunity of equipping farmers with labor-saving devices, the same sales energy directed toward kitchen equipment would result in doubling the sales of ranges. The letter is undoubtedly the most important single article in the household.

Every time the county clerk issues a marriage license there is created a stove prospect. The couple may never own an automobile, may never possess a phonograph and may never need a baby carriage, but some time or other they are going to be in the market for a stove.

We have bought tires on the strength of the tire mileage. Why not sell a range the same way? A $90 range, good for 16 years can provide 16,000 meals. A range selling for $70 a saving of only a tenth of a cent per meal and then there are the many superior features, conveniences and comforts to be had in the higher priced range.

The importance of keeping prospects well lined up before they reach the buying point is emphasized. Certain lines of heaters, tractors, automobiles, etc., are found to dominate certain districts. This is attributable largely to the efforts of an aggressive dealer. The same thing can be applied to stoves and ranges. By consistent advertising the prospect can be brought to an appreciation of the value of your range. This confidence if developed gradually is hard to tear down and he will be half sold by the time he finds it necessary to make a purchase. The range question can be tactfully broached to everyone who is a buyer of some other article in the store, pointing out that when they are in the market for a range this is the one they should consider.

One merchant follows a rather ingenious plan for encouraging confidence. When he has a prospect fairly well sold on his range he pulls down a shade on a window-shade roller, on which are written the names of all who have bought the same type of range. The prospect will be interested in examining the list and noting the names of neighboring families who are known to be well satisfied with their ranges. The size of the list too conveys confidence.

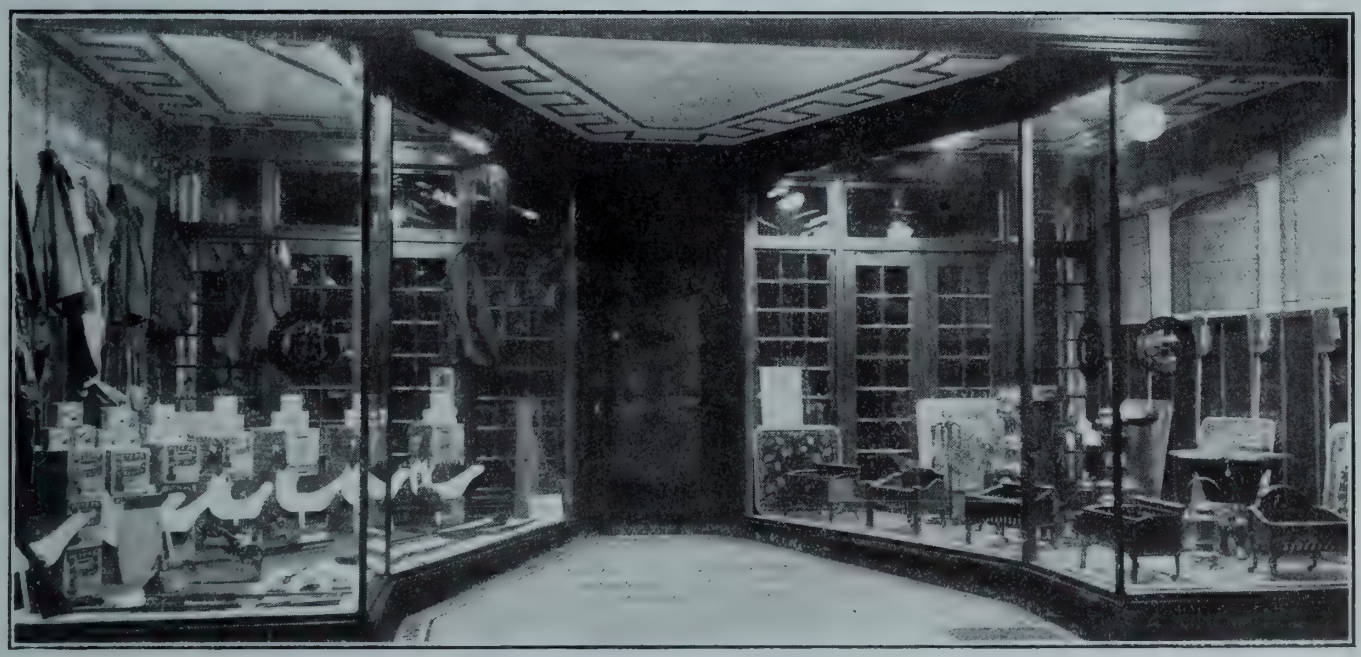
The foregoing are practical ideas which have been proven in stimulating range sales and they indicate that these plans if put into effect can be just as effective in the winter as at any other time of year.

WILL WORK ON FREIGHT RATES

Sydney, N. S.—For the purpose of securing concerted action in regard to freight rates and other matters affecting the industries of Cape Breton Island, a joint committee has been selected by the Cape Breton Boards of Trade.

A warning of the dangers surrounding the use of naked lights on Christmas trees has been issued by the safety department, in the hope that these warnings will tend to cut down the fire hazard.

Group Selling Plan Brings Large Returns



The splendid display windows of the Saskatoon Hardware Co., Ltd., store at Saskatoon, Sask., which, according to a last minute announcement appearing in this issue, has been destroyed by fire, are shown herewith. It is a coincidence that this store is seen to be featuring a card concerning Fire Prevention Week. When visited recently by Hardware and Metal, emphasis was laid by the management on the importance of constantly changing window displays and showing in an effective manner seasonable hardware lines. Hunting equipment is shown in one of these windows and with the big game season in full swing this layout can be copied to good advantage yet. Stoves, stove boards, fire baskets, screens, sifters, fire irons, portable gas lamps and lanterns. These latter form a group of articles which are hard to display and which are more or less related.

Problems of This Year's Inventory

Trend of Price Fluctuations This Year Raises Some New Problems in Pricing the Stock on Hand—What the Inventory Should Include—Pricing at Cost or Market Whichever is Lowest

Written for Hardware and Metal by C. W. HAFNER, Manager G. W. Hafner, Inc., Auditors.

AN inventory is a part of a statement of the financial position and operating condition of a business upon a certain day. And yet anyone at all familiar with actual conditions will agree that the inventory is usually the most dubious figure in the financial statement or balance sheet. It may look very precise, but it commonly covers a multitude of sins. The entire process is often full of guessing and juggling; and, to cap it all off, a thoroughly unsound scheme of valuation may be employed.

What an Inventory Should Include

The influence of the closing inventory figures upon the showing of net income and financial position is so great as to demand the most searching scrutiny of inventory practices, and the insistence upon the use of principles and procedures which are as rational and accurate as possible. Especially in these days of heavy income and profits taxes has the inventory process—both taking and pricing—become a matter of utmost significance to all business men.

Hence our endeavor should be to ascertain, not alone how to take the inventory so as to eliminate mistakes, but also the best manner in which to price the inventory after it is taken. What we should be interested in is getting at the facts, whatever they may be. We want to know what the goods on hand on a certain day are worth as an asset of the business.

The merchant or manufacturer must not forget that, where the title to the goods is vested in him or in his concern, the following classes of merchandise should be taken into account in the inventory: consigned goods, in the hands of customers; goods in public warehouses, subject to order; goods in transit and the like.

Pricing at Cost

A choice of two distinct methods of valuing the inventory is offered: "Inventories should be valued at (a) cost, or (b) cost or market, whichever is lower." However, the use is permitted under abnormal conditions, of the selling price, **if actual selling prices were lower than cost or market.**

When used as a basis for pricing inventories, the word "cost" in the first method means the actual invoice price paid for the merchandise plus freight, hauling and handling. At the option of the taxpayer, cash discounts, may or may not be deducted, but the method adopted by the taxpayer in this respect must be followed consistently thereafter.

Now, the question immediately arises, how are cost prices to be determined? A plan widely adopted by business men is of assuming that goods utilized or sold are always taken from the oldest lot first; or in other words that the stock actually inventoried consists of the most recently acquired lots. In carrying out this plan it is necessary merely to arrange invoices in a chronological sequence; and beginning from the latest, take off both quantity and value figures until a quantity total has been obtained equivalent to the quantity shown on the physical inventory. Thus, the corresponding value total would be the value of the inventory. By this means the inventory value is drawn from the actual records in a simple and systematic way, all guesswork and uncertainty being eliminated.

Pricing at Cost or Market

Where the second method—"Cost or market, whichever is the lower"—is used; it becomes necessary to set up three price columns on the inventory records, designated as "Cost," "Market," and "Lower," as illustrated by Fig. 4. The cost per item or unit should be entered in the first column. the market price in the second column; and the lower of the two preceding figures, in the third column. The number of units of each item appearing on the inventory sheets are then extended at the values showing in the third column.

Market is defined as the current bid price prevailing at the date of the inventory for the particular merchandise. In establishing a "bid" price it is necessary to show actual tradings in the particular merchandise, goods or materials at the prices used. But it is not necessary for the individual taxpayer, himself, to have made the transactions used to establish the market price; the known transactions of others are acceptable evidence of the validity of such a price. Getting at the market price is sometimes difficult, but there is no mystery about getting such values in the same form as it is bought.

The material part of any manufactured product, such as in the case of tinsmiths, would also be priced at market, plus labor and overhead. In labor

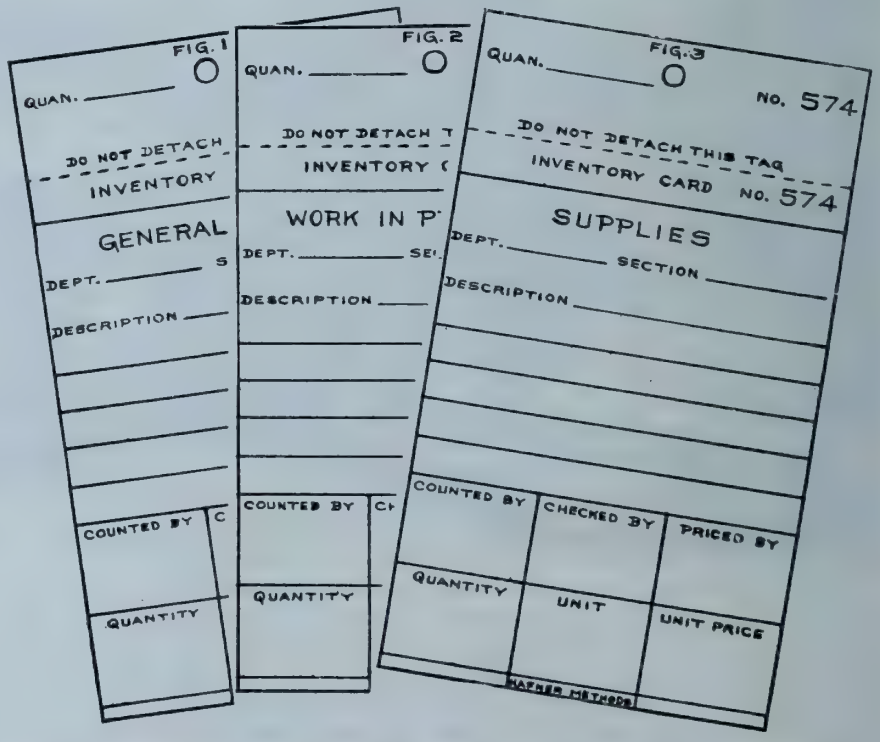


Fig. 1, General Stock tag. Fig. 2, Goods in process. Fig. 3, "Supplies" for sundry items of supplies on hand. Tags used in conducting the annual inventory.

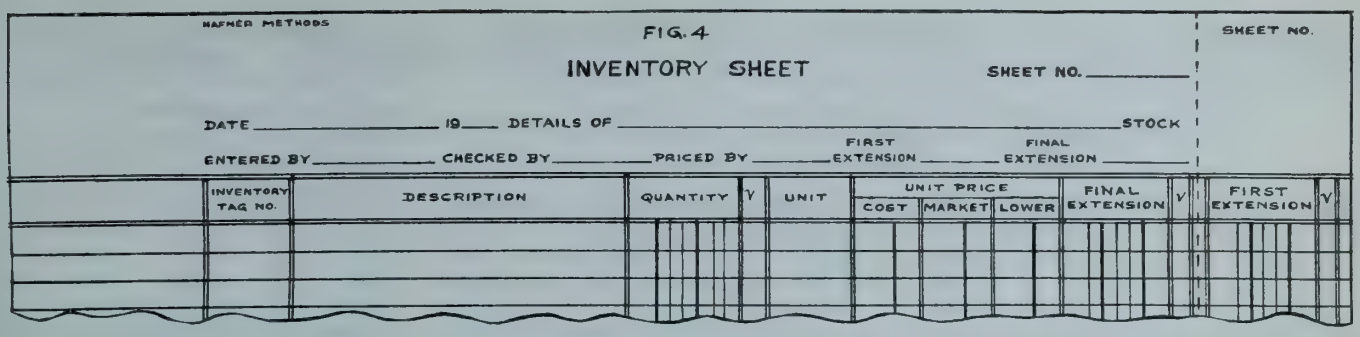

HAFNER METHODS

FIG. 4

INVENTORY SHEET

SHEET NO. _____

SHEET NO.

DATE _____ 19___ DETAILS OF _____ STOCK

ENTERED BY _____ CHECKED BY _____ PRICED BY _____ FIRST EXTENSION _____ FINAL EXTENSION _____

INVENTORY TAG NO.	DESCRIPTION	QUANTITY	V	UNIT	UNIT PRICE COST	UNIT PRICE MARKET	UNIT PRICE LOWER	FINAL EXTENSION	V	FIRST EXTENSION	V

Fig. 4 provides columns for designating the Cost, Market and Lower price. The number of units of each item are then extended at the values showing in the third column.

and overhead the use of "market" also applies. These are usually measured of course by the actual payments for labor during the period, and by actual overhead for the period, or by an average rate or a standard rate of overhead. Thus the labor represented in the goods being inventoried may have been at a higher rate than that obtaining at the close of the year. The actual burden rates at the end of the year may, likewise, be lower than the rates applied when the products were manufactured. In such cases the lower rates in effect may be substituted.

In the Nature of a Photograph

This whole matter of pricing the inventory will be simplified and clarified, if it is borne in mind that the inventory is in the nature of a photograph, a snapshot, of the value of the stock on a particular day. It is not an impressionable painting that brushes into the values either the hopes or the fears of the future. Neither is it a forecast of what the business will be in a week, a month, or six months hence.

It is advisable, then, from every conceivable standpoint that inventories be valued by the second method; i.e., "cost or market, whichever is lower." As an indication of financial condition on a specific date, actual cost is not, in the very nature of the case, a satisfactory valuation. Price changes between purchase and inventory dates, are quite likely to be so striking as to render "cost" an extremely dubious representation of the true economic position of the concern. Especially during a phase of depression, with the trend of prices constantly downward, such as that we are now experiencing, it would put a valuation upon the inventory entirely too high.

Taking the Inventory

The taking of a true physical inventory involves some considerable preparation. This matter of preparation is a governing factor in securing accurate quantities. If you want an exact inventory you must begin some time in advance. A definite plan of procedure must be laid out, definite instructions sent to all officials and employees, and everyone must familiarize himself with the instructions. For the guidance of business men in this respect, the following general instructions are presented:

The following instructions outline the means of taking a physical inventory of stock at the close of business, December 31st, 1922. In order to obtain dependable information, these instructions must be understood by the executives of the company, as well as by ALL the individuals who will handle the detail work of counting, checking, pricing, recording and extending the inventory.

The manager will assume the entire direction and responsibility for properly carrying out instructions and taking inventory. He will determine that all persons in any way connected with the work understand the instructions, and are thoroughly familiar with just what will be required of them.

The department manager, or individual in charge, in each department will be held responsible for the count of all merchandise which is within the boundary of his department at the time of taking inventory.

Each department manager will assign certain individuals in his department, who are competent, to the various sections to make the court of all stock within such section. Since the department manager will be held responsible for the accuracy of this work, he should use care in choosing the men who write legibly, know the stock thoroughly and are careful and accurate.

The Working Arrangement

The men shall work in gangs of two, one counting the stock, and the other writing up the description and other necessary information on the tags to the proper lot of merchandise. The tags marked "general stock" (figure 1) shall be used for listing all stocks of merchandise; the tag marked "goods in process" (figure 2) for all products in course of manufacture; and the tag marked "supplies" (figure 3) for sundry items of supplies on hand.

Every tag will be numbered, and all of them must be accounted for. In case an error is made in writing a tag, under no circumstances must it be destroyed. It shall be marked void, and given to the department manager.

As soon as an entire department or section has been completed, the department manager will notify the inspection committee, who will make a sufficient examination to determine that all stock has been tagged, that the description on each tag is correct, that the proper unit appears on the tag, and that the quantities appearing on the tags are correct.

As this is done, the inspectors will tear off the bottom portion of the tag, place their initials in the space marked "checked by," and turn the tags over to the department manager. The department manager will see that all tags received by him are accounted for, and will then turn them over to the office, for checking with the issue records. The stubs must remain with the merchandise and no stock shall be removed until all tags are accounted for.

Pricing Clerks' Work on Tags

When the tags are received in the office, and are checked with the issue records, they will be turned over to the pricing clerks, who will price the tags under the direction of the manager.

When all the tags are accounted for and priced, they shall be assorted, first by the following classifications, and then by particular items.

1—General Stock.
2—Goods in process.
3—Supplies.

Having been thus assorted, they shall be listed on inventory sheets (figure 4) and the first extension made on the stub of these sheets.

After this extension has been made, all sheets will be numbered, the stub to bear the same number as the sheet. The stub will then be torn off and the final extensions made in the column provided on the sheet proper. By comparing the total of each sheet with the total of its respective stub a proof of the clerical accuracy of extensions and footings will be obtained.

PETRIE-GURNEY COMPANY HEADED BY STEEDMAN

Hamilton.—Announcement is made of the merging of the Petrie Manufacturing Company of Hamilton, manufacturers of the "Magnet Separator," and the Gurney Scale Company, also of Hamilton. The new firm will do business under the name of the Petrie-Gurney Company. J. P. Steedman, president of the Gurney Scale Company, will head the new company.

Use of Trade Acceptances is Extending

To Avoid Losses and the Husbanding of Funds, Trade Acceptances Replacing Open Accounts in Many Instances—Book Debts Have Caused Much Trouble in Assignments

TO AVOID losses in most cases, and a desire to husband funds in others, are the material factors in spreading the movement in the Dominion in favor of trade acceptances with a consequent abandoning of open accounts. It is rather surprising to find the number of firms using this method of doing business to-day and also the percentage that have been employing it for years. Out of a large file of letters giving views on the efficiency of trade acceptances over open accounts, not one argued against the proposal, while many offered reasons and arguments in favor.

Recently the Canadian Credit Men's Trust Association of Winnipeg, focused attention on the matter by sending a plea to many business organizations for assistance and co-operation in increasing the use of trade acceptances, drafts and bills of exchange, in commercial transactions and to decrease as far as possible the system of open accounts.

One of the main arguments in favor of such a move is that the Bankruptcy Act of 1921 made null and void general assignment of book debts as against the trustee in bankruptcy, except in provinces where there is provision for registration. The draft or bill of exchange is, therefore, advanced as a legal admission of liability when accepted by the customer, whereas book debts have in the past proven the subject of never-ending disputes.

Manufacturers in Favor

The Canadian Manufacturers' Association took the matter up with its membership and received quite a general response in the way of letters. To these might be added the views of some bankers. One of the latter stated that the time was coming when drafts and bills of exchange will be almost exclusively used. Many industrial heads of the Dominion stated that they were reluctant now to carry an open account for any firm and did not do so if they could possibly avoid it.

"As a young concern we found it very inconvenient to have large sums tied up in open accounts," wrote one maritime firm. He said it was found to be the only proper method of settlement and enabled them to get along much better on their limited capital.

An old banker, now the head of a large industrial organization, declares that he long realized the great benefit of trade acceptances. He never encouraged open accounts. His main reason for this was that they caused a great portion of the business losses of the day.

One Montreal miller declares that he has not kept an open account for some time and declares that to-day all milling sales are subject to either draft or note.

The one stumbling block discovered relates to the stamps on bills of exchange. Some of the business men fear that they would lose considerable on unaccepted paper. However, there is a movement in this regard in co-operation with the larger one. It is to have the stamps payable only once. The details of how it is proposed to work this out have not yet been advanced.

VEHICLES SHOULD CARRY LIGHTS

Ottawa, Ont.—That a law should be passed making it compulsory for all horse-drawn vehicles to carry lights after dusk and that spotlights be allowed for use on country roads, was urged by the majority of representatives of automobile associations and dealers who appeared before the committee appointed at the last session of the Ontario Legislature to hear suggestions for the revision of the Ontario Motor Vehicles Act and other laws respecting highways, which met at the City Hall.

A number of other important suggestions were made by the number who addressed the committee. Hon. F. C. Biggs, Minister of the Department of Highways, was chairman.

A. A. Dion, representing the Automobile Club of Ottawa, and the Board of Trade, suggested that autos when parked on city streets should be only required to exhibit one light, which would be visible from both rear end and front view. The spotlight he very strongly favored, asserting that it protected the motorist against dangerous ditches on country roads. It also enabled the motorist to pick out road signs, he said.

A BUSINESS EVOLUTION

Forty publishers of morning newspapers met in Chicago a couple of weeks ago and formed an association to promote the morning newspapers' interests in competition with the evening newspaper as an advertising medium. The chief method by which they say they intend to accomplish this is through announcements in the business newspapers of the United States—that is papers of the type of Hardware and Metal.

This is an interesting evolution—the recognition of the place and power of the specialized newspaper.

'Newsy' Auto Accessory Ads Produce Business

Giving Some Item of News of Automobile Accidents Gets the Attention of Motor Car Owners

THE MANNER in which Sumner Co., Ltd., Moncton, N. B., make use of news developments in connection with their sale of automobile accessories is shown in the two sample ads shown herewith. This plan has been found to lend much effectiveness to the sale of certain automobile accessories, particularly in view of the large number of accidents which are happening in cities throughout the Dominion. The majority of motorists will take any precautions within their power to prevent accidents and when they can be shown that by the employment of windshield cleaners, chains, etc, they can reduce the danger of accident, they are easily sold. This form of advertising therefore has a double value.

Two samples of recent ads of this nature are shown herewith:

TWO AUTOS HAD WHEELS SMASHED

In City Yesterday for Lack Of Tire Chains

A Ford truck came to grief at the corner of Main and Highfield Streets yesterday. It skidded into the curb and broke a front wheel and bent an axle. Later a car lost a rear wheel at the corner of Gordon and Highfield the same way. It's cheaper to buy chains than wheels. Better get yours to-day, they may save you a more serious accident. We have them in all sizes.

SUMNER CO., LIMITED. DRIVE TO THE RIGHT

At Midnight "The Rule of the Road'" Changes

No doubt at first some people will forget and accidents will be apt to occur. For their own protection and for the sake of others motorists will want to be absolutely sure that they have their cars under perfect control all the time. At this season of the year this is impossible without using Tire Chains. Let us fit you out with a set to-day.

SUMNER CO., LIMITED.

REDUCE FIRE HAZARD IN RETAIL STORES

St. John, N. B.—In order to reduce the fire risk in the St. John stores during the Christmas season, the Commissioner of Public Safety, John Thornton, issued a request to all store-keepers, particularly in the business section, to leave their blinds up at night during this week. He said that if this were done, in the event of a fire breaking out in any of the shops, it would be more likely to be noticed before it had made any appreciable headway. The commissioner stated that many of the shop-keepers pursued this practice all the year round, and some of them left a light burning in the store. He felt that this was a protection, not only from fire dangers, but also from thieves.

Timely Showcards For Hardwaremen

Describing the Layout and Lettering for Posters and Showcards Advertising the January Clearance Sales—How to Obtain Attractive Effects, Design and Coloring—Ornamental and Conventional Styles

By JALEXO

WE have seen enough and to spare of the sale poster that flaunts cranes in a sky and ducks in a pond. That's the kind of poster one looks at but seldom reads. There is a certain other kind of poster however, that is made to be read and remembered; it is the poster that subordinates the decoration to the lettering. As weeds are a drawback in the ground where flowers should grow, so is excessive decoration a detriment on the poster where lettering should show.

There should be no difference in the poster used in the cities from that used in the smaller towns where the agitation of the cities does not reach. The poster that looks attractive in one place is bound to look equally attractive in another. There is no exclusiveness about city posters that cannot be obtained in the country.

Appropriate Sizes and Shapes

The most satisfactory poster delivers its message readily and at the same time focuses one's attention on the window. The depth of such a poster should not reach below the level of the eye. In other words, the bottom of the poster ought to be at least six feet from the ground. This permits a clear view of the window and its contents and on the whole is infinitely more presentable to both the customer and the store. The poster requires careful handling. Nothing so mars the effect of a sale as unsightly window announcements. The poster might easily be large and impressive and yet appear neat and pleasing.

The average poster takes an oblong shape, and many desirable effects may be worked out in this style. This kind of poster may show display lines straight or curved, and the same rules hold good for the poster work as for showcards. The dominating words should be made to stand out in bold relief so that he who runs may read. The lettering should be clean-cut so that there will be no doubting the purpose of the message.

In the case of a poster measuring nine feet long by three feet deep with the inscription, "Great January Clearance," the size of letters, border and coloring may take any one of a number of forms. The writer recalls one particularly attractive poster containing the beforementioned inscription and has had it reproduced in the accompanying illustration. The lettering was done in an excellent poster style showing an attractive brown color with an outline of yellow striped around each letter. The poster itself was in a tan shade and was decorated with a wavy line border done in a color slightly darker than the poster. The entire color scheme presented quite a striking appearance and is worthy of repeating in any store today.



The "Pre-Inventory Sale" poster was sufficiently attractive to warrant reproduction in this treatise. The poster in this case was tinted in a pale green. The lettering was done in ultra marine blue showing a yellow stripe running through the component parts of each character. The sketch of the "sweeper" and the border effect were both done in a harmonizing shade of dark green. This on the pale green ground produced a pleasing poster. A character sketch of the sort reproduced on this poster is easily sketched even by one who has little, if any, artistic ability.

Another poster quite as remarkable as the foregoing, contained the words "January Hardware Sale." It was a study in blue and white. The poster was white. The border lines were done in pale blue. The curtain effect above the oval was done in a shade of blue somewhat darker than the borders yet not so dark as the lettering. The lettering was in royal blue and overshadowed everything else. The modified style of lettering was less severe than the plain block and was decorative without being freakish. The size of this poster was approximately 3 x 3½ feet.

The illustration which shows the man and the box is simple and realistic. The box offers a tempting surface for embellishment, so we have "Clearance Sale" lettered on it. This atttractive sketch done in red and black on a card 22 x 22 inches attracted considerable attention. The color scheme was something after this fashion: The man, lettering and box were in black, and the border lines were in light red. This kind of card as you can see is not difficult to do. The color scheme might be altered to meet any requirement. The box could be in natural shade with blue lettering; the man in black and the border lines in pale blue; all on a white card.

Since the lettering, borders and sketches on these posters are interchangeable, the showcard writer ought to find no difficulty in producing different effects, according to his individual ideas. The example shown here will give the reader some idea regarding the extent to which the decorative motifs may be carried out without detracting from the legibility of the poster. Each example contains as much art work as the subject will bear, and to add further embellishment might seriously impair the balance and technique of the work.

The season of clearance sales will soon be upon us. There will be posters

(Continued on page 46)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, DECEMBER 23, 1922

Interesting Market Developments

MARKET developments during the holiday period are on the conservative side. Hardware price changes, however, are generally expected to become more numerous again with the arrival of the New Year. Considerable interest is manifest in the trade concerning the trend of hardware quotations, and while some reductions are more or less anticipated on certain lines, yet the firm undertone apparent in raw material centres is also reflected in the strengthened attitude of numerous finished products. In recent years, a lengthy budget o price revisions appeared during the first few weeks following the holiday period, and while the opinion is expressed that 1923 will be no exception in this respect, yet market developments may not be on such a broad scale as in former seasons, owing to the trend of basic elements on the one hand, with the seasonal requirements of the industry on the other. Market reports in Hardware and Metal during the opening weeks of the New Year should contain both interesting and valuable information.

The "Deluge" Was a Fizzle

THE RECEIPT TAX which is scheduled to come into effect on January 1 next will most likely be enforced. The reasons advanced as likely to bring about a temporary deferring of this tax have been materially lessened by the issuance of the regulations governing the tax as outlined elsewhere in this issue. The efforts of retailers, wholesalers and manufacturers were being concentrated on securing a temporary withholding of this tax pending a more complete enquiry. It was felt in view of this unanimity and the fact that the taxation experts studying the English law as a basis would not return to this country until the end of the year, that a temporary withholding was quite to be expected. It appears now, however, that only an Act of Parliament can withhold this tax. It cannot be accomplished by an Order in Council under present conditions.

Thus it is evident the alleged "shower" of telegrams from retailers has had little effect. The truth of the matter is that only about three thousand wires were received after the secretary of the Dominion Board R. M. A. had broadcasted the information that well nigh one hundred thousand telegrams would be sent by retailers. True some telegrams represented a group of merchants, but as a whole the "shower" was a fizzle, and the aftermath is none too desirable from the standpoint of the retail trade of Canada. Intelligent retailers give constructive suggestions in such matters, and it is doubtful if a mere protest without offering any such suggestion carries very much weight. In addition such a protest stamps the retailers of Canada as a group of kickers, in the eyes of the public as well as the government. Furthermore the moral effect of promising a deluge of protests and then receiving only a weak-kneed one makes the government believe that the retailers themselves are not a unit in making the protest. It would appear from the small number of telegrams received as if there were more retailers in favor of the Recipt Tax than there are against it. This point will be readily seen by government officials and render the retailers' case weaker than it was before.

How an intelligent protest could be made on this subject before the official regulations were in hand is something to be wondered at. As outlined in this issue these regulations are far less onerous than the preliminary information indicated. There are many things to be considered in connection with the new regulations and some definite rulings made concerning some technicalities in them. An opinion has been expressed that the regulations indicate a desire on the part of the government to let the retailer off as easily as possible, in view of the disfavor which the tax has brought forth and the fact that it cannot be wholly withheld until the next session of Parliament.

Editorials in Brief

A STAGGERING figure, running into millions of dollars each year, finds its way from the pockets of Canadians into wild cat speculations. Many retailers have suffered as result of such schemes. In this connection it is interesting to note a report of the Associated Advertising Clubs of the World which states that ninety-five per cent. of oil stock advertising is misleading and deceptive. The report says "such advertising is an orgy of lurid words and bombastic figures. It contains false statements and promises which do not stand one chance in a thousand of being fulfilled."

IT IS unfortunate that in Canada as also in the United States, the policy of retrenchment in replacement and new construction of railway rolling stock has resulted in much loss of business to the steel industry and much loss of revenue to the business interests of the country including retailers. The average increase in freight carried on American railroads in the last twenty years has amounted to fifteen billion tons carried one mile. During that time there has been very inadequate construction of rolling stock to carry it and the present shopmen's strike adds the final touch to a congested situation which is proving a severe blow to business on this continent.

IN THE interview with a police official which appeared in Hardware and Metal recently concerning the barring of automatic revolvers, it was mentioned that some quantities of automatic revolvers were being smuggled into the country by criminals and that a certain amount of such traffic would probably continue. It is significant that a case in the Toronto police court this week concerned an ex-soldier who had been caught selling revolvers to members of a newly-formed soldier organization. He had purchased six revolvers in Buffalo for $78 and was selling them in Toronto for $20 each. The Crown-Attorney stated that fifty revolvers, mostly automatics, had been brought into Canada in this way just recently.

"Force Manufacturer to Sell to Consumer at Same Price as Wholesaler or Other Trader"

Such is Effect of Decision of Federal Trade Commission of U.S. Which Hardware Wholesalers Are Opposing—Would Play Into Hands of Co-operative Retail and Chain Store Organizations

A SITUATION of much interest to the retail and wholesale trades has developed in the United States, recently, in connection with an appeal by The Mennen Company against the Federal Trade Commission due to a decision of the latter body which is said to limit the freedom of sellers in formulating and carrying their selling policies into execution.

In this connection a brief has been filled in the United States Circuit Court of Appeals, at New York, in behalf of the National Hardware Association, American Brush Manufacturers Association and other bodies. These are wholesale firms and it was felt that as The Mennen Company were manufacturers, that these representations would present a more complete aspect of the questions involved.

This brief contends that the commission has misconceived, in the order appealed from, the purpose and effect of Section 2 of the Clayton Law making unlawful any discrimination in price between different purchasers of commodities, where the effect of such discrimination may be to substantially lessen competition or tend to create a monopoly in any line of commerce. Cases where this decision did not conform with other decisions of the United States courts in similar matters were given. It is further pointed out that the arguments presented by counsel for the government are fallacious. Among others the following statement was made at the hearing: "If all manufacturers in the drug and sundry lines adopted the marketing system of the respondent, it would force the closing of the doors of every concern discriminated against in price. The evidence in this case shows that the marketing system of the respondent was adopted to:

Forces Resale at Suggested Price

"1. Force resale of its products at its suggested prices. 2. Penalize efficiency and economy. 3. Satisfy complaints and demands of individual members of the National Wholesale Drug Association, competitors of co-operative wholesale houses."

The brief goes on to point out that there is nothing to show that The Mennen Company endeavored to force resale of its products at its suggested resale prices, and the other charges are said to be without foundation.

The brief points out that if the order appealed from be affirmed and the method of business be forbidden, the result will be to lessen competition to a vastly greater extent than if such order be reversed and such method be declared lawful. The argument is summarized to the effect that if the contention urged by the Federal Trade Commission should be declared law, it would follow:

"Firstly: That wholesalers would be seriously hampered, their business materially impaired and their future existence imperilled, if not terminated.

"Secondly: Retailers not within the class of chain stores, department stores, mail order houses or members of co-operative corporations, buying clubs or syndicates (and the retailers who are not within such class are immeasurably the larger number of retailers in the country) would be unable to compete with the retailers in the classes named, their business would be impaired and their future existence imperilled, if not made impossible.

Favor Individual Consumer

"Thirdly: If the system contended for by the Federal Trade Commission be established and manufacturers forbidden to discriminate in price as between wholesalers and co-operative corporations and the like, the same principle would forbid such discrimination as between the two classes named and the individual consumer when the latter buys the same quantity of a given commodity as the former. Such a situation is not only conceivable, but it is a matter of common occurence that an individual consumer does buy certain commodities in the same quantity as a wholesaler, e.g., a box of soap, a stove, a range, an automobile. If the new system of business here contended for be declared to be the law of the land, a manufacturer would be compelled, in the instances named, to make direct sale to the individual consumer at the same price as to the wholesaler. The obvious result of this would be the impairment of the business of the wholesaler and of the retailer and a serious derangement and disorganization of the business of the manufacturer. It is not too much to say that the result would be little short of chaos. Nor is the illustration chimerical or fanciful. It but depicts the natural consequence to be expected from a paternalistic and meddlesome interference by government with the conduct of private business. Even if these results should not occur in the precise detail and to the precise extent indicated, such interference and control on the part of government would necessarily tend to check the initiative of the merchant and manufacturer, by imposing upon the free exercise of his judgment as to the most efficient method of conducting his business, the judgment of a governmental tribunal and of the courts. It cannot be doubted that such a procedure would impair efficiency, check and hamper individual enterprise and energy, and to tend to deprive the trade and commerce of the country of the benefits which normally flow from business skill and acumen when not exercised by methods inherently wicked or constituting offenses mala in se—methods not claimed to be present in the case at bar.

"The value of the 'old line wholesaler' in the scheme of distribution of manufacturers is an economic fact long established. They constitute, in substance, the salesmen of the manufacturer. They gather together under one roof the products of many manufacturers and hold in readiness in their warehouses these countless products for prompt and ready distribution in small quantities to the retailer. By closer acquaintanceship derived from propinquity to their retail customers, they are better able to judge of the financial credit of the latter than the more distant manufacturer. If these wholesalers be driven out of existence, the manufacturer in most lines of industry would be confronted with the need of making direct deliveries to countless customers, at great distances, in relatively small quantities, and without adequate opportunity of determining the credit standing of such customers. It seems fair to say that such an undertaking would be impossible. The wholesaler now fills this function to the satisfaction of the manufacturer and of by far the greater number of retailers in the country. Shall this time-honored institution be disrupted by the inauguration of the new and unheard-of system here urged by the Federal Trade Commission—and so urged upon the basis of a statute never designed to that end; and, in the debates which accompanied its passage through Congress, no word in support of such a system was ever uttered?

"The order appealed from seems to have been based upon a superficial reading of Section 2 of the Clayton Act, without regard to its history and to its declared purpose; without regard to the decisions of the courts adjudicating it and the other anti-trust laws; and without regard to the vastly greater injury to trade and commerce which would follow from the procedure which that order would inagurate, than from the long-established procedure which that order seeks to prohibit."

Events in the Trade

NEW FIRMS

Capreol, Ont.—T. E. Torrance has opened a new hardware store here and desires catalogs from manufacturers and wholesalers.

FIRE LOSS

Goderich, Ont.—Chas. C. Lee, hardware, suffered fire loss.

Westport, Ont.—T. G. Butler, hardware and tinsmith, has suffered fire loss.

Sussex, N. B.—Fire last week in Sussex, N. B., completely gutted a three-storey building occupied on the ground floor by Walter S. Fairweather as a hardware store, the two upper stories being used as a dwelling by Mr. Fairweather. The store was heavily stocked for the Christmas trade, and Mr. Fairweather's loss is heavy. The damage is estimated at about $30,000.

MOVED TO NEW QUARTERS

The B. Greening Wire Co. have moved their Montreal office and warehouse from 18 St. Maurice St. to 244 St. Paul St. W., where a new building was recently purchased.

INCORPORATIONS

Canada Electric Co. Ltd., head office Toronto, capital $100,000, to manufacture electric fixtures, hardware, etc.

Kil-Shok Co. of Canada Ltd., head office Toronto, capital $100,000, to manufacture shock absorbers and other auto accessories.

Colonial Chemical Corporation of Canada Ltd., head office Toronto, capital $100,000, to manufacture chemicals, paints, varnishes, stains, rubber goods, etc.

OBITUARY

The death is announced of Fred D. Palmer, vice-president Galt Stone Co.

Charles A. Sargent, western manager for Darling Bros., Ltd., Montreal, died in Chicago while on a business trip. At the age of 14 Mr. Sargent commenced with the above firm, and remained with them until time of death. He was 44 years of age, and for the past twenty years resided in Winnipeg.

PERSONALS

L. D Campbell, vice-president of the B. & S H. Thompson Co., of Montreal, has arrived in Toronto to take charge of the local sales office.

PERSONAL

R. M. Inglis, sales manager of the Ruberoid Co., Montreal, is visiting Toledo, and will be away for the next three weeks.

J. W. Gates, sales manager Enterprise Mfg. Co., Philadelphia, visited their Canadian representatives, Adcock & Co., Montreal, this week.

John Grimble, manager of the Winnipeg office of A. C. Leslie & Co., is returning after spending ten days at the head office in Montreal.

C. J. Kirklin has been appointed to the position of district sales supervisor of the Barrett Co., Ltd., Toronto, in succession to A. H. Marden, who is leaving the services of the company at the end of the month.

Allan Lemmon, of the firm John Lemmon & Sons, Kingston, Ont., hardware and tinsmiths, is retiring from the Board of Education at the end of the year, after a service of nine years, in which he occupied the position of chairman of the board, also serving as chairman on the various committees. At the final meeting of the board Mr. Lemmon was warmly commended by the members of the board for his work along educational lines in the city. Although a very busy man in his own business, Mr. Lemmon gave much time and thought to the work of the Board of Education.

PORTLAND FOUNDRY BRANCHES OUT

The Portland Foundry Co. of Portland, Conn., has purchased the John T. Young Co. of Norwich, Conn, manufacturers of the line of heaters selling under the brands of Red Jacket, New Queen, Vulcan, Young and Norwich. The Portland Co. has taken over the entire business with all rights, patents, trade marks, and good will.

LIQUOR SEIZED AT CHATHAM CAMOUFLAGED AS HARDWARE

Chatham, Ont.—A consignment of five thousand dollars' worth of Scotch whiskey and champagne was seized at the G. T. R. depot here, by License Inspector Matthew Side and Provincial Officer Low.

The shipment was consigned as "hardware," and was evidently intended for the Christmas bootlegging trade. It was sent to a fictitous business man of Chatham. Some of it was consigned to another fictitous hardware man of Stoney Point. The whole shipment has been sent to the Government Dispensary at Toronto.

CRANE LIMITED TO OCCUPY NEW PREMISES

Crane Limited, Toronto, expect to occupy, by January 1, 1923, their new three-storey office and warehouse, Front St., West, which is to cost $125,000.

MARITIME RETAILERS OPPOSE RECEIPT TAX

St. John, N. B.—In an interview with Miss Frances P. Alward, provincial secretary of the New Brunswick branch of the Retail Merchants' Association of Canada, Inc., she advised that the protest which went from retailers against the tax on receipts was being strongly endorsed here. Miss Alward said that it was felt by the retail and wholesale merchants that the tax would be a burdensome affair, if allowed to come into effect on the first of the New Year.

PROCESS BUILDING ADDED TO OIL REFINERY

The British-American Oil Co. is enlarging its Toronto refinery by adding a new process building which contains machinery for the production of certain lubricating oils. This plant will enable it to manufacture oils which heretofore it has not made in large quantities. The company has also established six new branches in Ontario and Quebec, each of which has tank storage accommodation as well as warehouse and office facilities.

KINGSTON MERCHANT'S NOVEL PLANS FOR XMAS TRADE

Kingston.—Every year there is an appeal on behalf of the merchants for the people to do their Christmas shopping early. "Shop Early" is an old, old slogan. The Kingston merchants state that this year the appeal for early shopping has been met with a ready response, in fact they state that this year the Christmas shopping commenced much earlier than for some years past, and that it has been a great help to the shopkeepers. All this week the shops have been keeping open every night in order to give the citizens ample time to purchase their Christmas gifts.

This year the merchants on Princess Street secured a large number of Christmas trees and decorated their store fronts. Colored electric lights are being used to good advantage, while a big streamer across the street reads, "Kingston merchants welcome the Christmas shoppers."

News Notes of Western Canada

Fred Schneider, Kronan, Sask., has been succeeded by Thos. Lesk.

Vancouver.—The National Paint Co., Ltd., is offering to compromise with its creditors at ten cents on the dollar.

Vancouver.—The stock of Salsbury's Ltd., who recently assigned, has been sold to George Williams.

W. Marshall of Marshall & Son, hardware merchants of Nanton, Alberta, visited the wholesale trade of Calgary.

E. C. Arthan, formerly of Tompkins, Sask., has purchased the store and stock of John Cleverly of Strassburg, Sask.

S. C. Wright & Son have disposed of their business at Woodrow, Sask., to A. Campbell, Shanmore, Alberta.

N. J. Etienne, representing the Chicago Spring Butt Co., Chicago, spent a few days in Winnipeg in the interests of his firm.

J. F. McMullen, manager of the Marshall Wells Alberta Co. Ltd., of Edmonton, visited Calgary on his way home from eastern Canadian points.

J. J. Raple of the Tide Water Oil Co., Toronto, who spent a short time in Winnipeg in connection with the Wood-Vallance convention, has returned to the East.

A. J. Webb, sales manager of the Martin-Senour Co., Ltd., Winnipeg, gave an interesting address on modern paint manufacturing before the Greater Winnipeg Save the Surface Association. The address was thoroughly enjoyed by members present and a short time was spent in discussing and answering questions on the subject.

The J. H. Ashdown Hardware Co., Ltd., Winnipeg, 1923 year book is now ready for distribution and is being forwarded to members of the hardware trade. Great credit is due the printing and catalogue department of the above firm for the prompt manner in which the book was prepared and also the splendid make up of same.

Calgary.—Tinsmiths, gas-fitters, and plumbers have been particularly busy changing heating plants from gas to coal. This is a usual procedure, as coal is commonly used for heating purposes as soon as winter sets in, while gas is used for the spring and fall months. The augmented gas supply seems sufficient for cooking purposes, and for those who have gas heating appliances only, but the majority of householders will depend on coal for the balance of the winter.

Optimistic Over Trade Outlook for 1923

Annual Salesmen's Convention of Wood Vallance, Ltd., Brings Opinion That Trade in West is Now Definitely on Road to Improvement

AN OUTLINE of general conditions as they affected the hardware trade in Western Canada was given by J. C. Falls, vice-president and general manager of the Wood-Vallance, Ltd., Winnipeg, on the occasion of the annual salesmen's convention. Mr. Falls also dwelt at some length on the prospects for business during 1923.

All traveling salesmen were in attendance, as well as the members and heads of the various departments. Optimism concerning the outlook for the coming year was the keynote expressed throughout the gathering. Prospects were freely discussed and the general opinion was that trade is on the road to improvement.

In concluding the convention a splendid program was arranged for, which included a dance and buffet supper. The following were in attendance:

J. C. Falls, general manager, F. W. McGuire, D. F. Ferguson, J. C. Gillespie, F. W. Lynde, J. H. Waugh, R. G. Consterdine, R. A. Grant, J. P. Wing, H. A. Sutherland, J. A. Jack, F. J. O'Neill, D. Miller, R. M. Pritchard, F. B. Stott, J. S. Bates, H. S. Spencer, H. A. Bestall, M. P. Barnes, A. H. Jackson, J. G. Beatty, G. H. Herity, H. L. Huyck, W. Dawson, W. N. McCoig, A. T. Redmond.

Association of Western Sheet Metal Firms

Metal Shingle & Siding Co., Ltd., and Western Steel Products, Ltd., Arrange Basis of Association Covering Manufacturing and Marketing of Products

AN ARRANGEMENT has just been made between the Metal Shingle & Siding Co., of Preston and Montreal, and subsidiaries of this company having offices and factories at Winnipeg, Calgary and Saskatoon, and the Western Steel Products Limited of Winnipeg, having branch offices and factories at Calgary, Edmonton and Regina.

The offices of the Metal Shingle & Siding Co. Limited, in Manitoba, Saskatchewan and Alberta at the three points above mentioned will be closed on January 1st, 1923, and the Western Steel Products Limited, will take complete charge over the territory of the four provinces of the manufacture and sale of the products of the factories of both companies.



W. J. WILSON

General Sales Manager, Western Steel Products Co., Winnipeg.

In addition to selling the products of the combined factories in the west, the Western Steel Products Limited, will act as exclusive selling agents for the Metal Shingle & Siding Co. Limited, of Preston and Montreal, for products which are not made in the Western factories—such as metal lath, rolling steel shutters, steel sash, O. K. Thimbles, Swartwout ventilators, etc.

Under the new arrangement factories and sales offices will be operated at Winnipeg, Saskatoon, Regina, Calgary, Edmonton and Vancouver, and from these centres the products of the factories, both east and west, will be distributed throughout the adjoining territory.

The Metal Shingle & Siding Co. Ltd., the older of the two companies, had its origin in Smithville, Ont., in the middle nineties of the last century. The development of the business requiring additional investment, Cyrus Dolph, a young Preston business man, became interested and provided the necessary funds. The business was moved to Preston in 1897. In 1907 an additional factory was opened in Montreal.

Another figure prominent in connection with this industry was W. J. McMartin, who came to Winnipeg from Duluth in 1904 and established the Winnipeg Ceiling and Roofing Co., Ltd. The development of Western Canada made necessary additions to factory production in this line and the first extension was at Calgary under the name of Sheet Metal Mfg. Co., Ltd. Another was opened subsequently at Edmonton under the name, Edmonton Metal Works. Ltd. In 1920 the associated industries

received a severe blow in the sudden death of W. J. McMartin.

The officers of the Western Steel Products Ltd., are: H. Ormond, President; H. C. McMartin, Vice-President and General Manager; and R. R. Symington, Secretary. The active cultivation of the Western business will be under the direction of H. C. McMartin, Vice-President and General Manager; R. R. Symington, in charge of finances; and W. J. Wilson, General Sales Manager.

WESTERN CANADA NOTES

The building and premises of the Saskatoon Hardware Co., Saskatoon, Sask., have been destroyed by fire.

Western Tin Shop, Winnipeg, has dissolved.

A. G. Pothier, hardware, Bresaylor, Sask., has been succeeded by E. E. Mack.

The Marshall-Bevers Hardware Co. Ltd., of Calgary, has been reorganized and will now be known as The Marshall Hardware Co. Ltd. Mr. Bevers is retiring and Fred Marshall continuing the business under his personal management. The First Street West store is being closed and the stock amalgamated with the Main Street store. Fred Marshall was in the hardware business in Orangeville, Ont., for some time coming west about fifteen years ago, and was engaged actively in mercantile lines at Medicine Hat.

CELLULOID CUTLERY HANDLES NO DANGER

Sir Albert Hobson, a Sheffield manufacturer, in evidence before a royal commission on fire brigades and fire prevention, said that any danger through knife handles being made of celluloid was infinitesimal. At the present time the cutlery trade was in a very critical and impoverished condition, as the British manufacturer was undersold by German competition. It would be a serious thing to impose restrictions. There were some things especially liable to produce danger, such as Christmas cards when celluloid was used to brighten them, but table cutlery was not dangerous, a great deal of patience being needed to cause a match to set fire to celluloid handles. He was not in favor of stamping knife handles, as that would disfigure them and discourage their sales.

CORRECTING MISINFORMATION SUPPLIED TO HARDWARE AND METAL

In the report of the meeting of the Toronto Hardware and Paint Club which appeared in December 16 issue of Hardware and Metal, the initials of Mr. J. H. W. Sinclair were incorrect due to misinformation provided. Mr. Sinclair furthermore is purchasing agent and not manager of the Hardware Company of Toronto.

Prosecute for Giving Short Measure in Gasoline Sale Even if Pump Seals Not Broken

IN THE December 9 issue of Hardware and Metal appeared a report from Calgary to the effect that an inspector had given evidence showing that a gasoline pump rendering the owner of the pump liable to action providing the government seals on the pump were not broken. In connection with this article, E. O. Way, director of Weights and Measures, Ottawa, states as follows:

"Any service man selling short measure in gasoline can be prosecuted under Section 61a of Chapter 75—'An Act to amend the Weights and Measures Act'—in which short weight and short measure is made a statutory offense. This service has a district office and staff in Calgary under District Inspector G. D. Fyfe and if any complaints of short measure in gasoline are reported to him he will investigate and prosecute if necessary.

"The fact that a weighing and measuring machine is government stamped, is no protection or defense against sale by short measure as accredited to Mr. 'Inspector Steele's' statement. If the equipment also is inaccurate beyond the toleration allowed by the Weights and Measures Act, the offender can be further charged for having in his possession and use in trade a machine that is false and unjust.

"The breaking of the seals on a pump is no offense in itself but constitutes offense in-so-far as it leaves the device 'unstamped' and its use in such condition an offense under the Weights and Measures Act, subject to prosecution and involving the confiscation of the machine."

GETTING XMAS TRADE IN WINGHAM

Wingham, Ont.—A. J. Ross of this town has two very attractively arranged Christmas windows that are pulling business from the "early shoppers." In one he has an electrical washer and keeps it in action by having the cord connected to the lighting socket above. At night the light is turned on above and the crowds of shoppers who are out viewing the windows cannot miss the washer. The window has brought in several inquiries already and among them are prospects which will be followed up and developed into sales.

In the adjoining window is shown a handsome electric grate and various lines of brass ware particularly appropriate for Christmas gifts, This window has also proved a business getter.

Discussing the business outlook for 1923 Mr. Ross stated that the year just closing has been a very satisfactory one and he is looking forward to a goood volume of trade in the New Year.

The hardware firm of Thompson and Buchanan which opened here not long ago is featuring stoves in one of its windows and in the other is a mixed display. In the foreground are shown poultry supplies and the background is composed of rolls of roofing.

CONSIDERABLE STRENGTH IN PRIMARY STEEL CENTRES

More general strength is being displayed in the iron and steel situation than any time in several months. This is due in large part to the heavy accumulation of orders for future delivery, a considerable part of which has been acquired in recent weeks. This tonnage is well spread through the first quarter of 1923 and it presents a very fair probability that the industry will be enabled to maintain its present operations of 80 to 85 per cent. through that period. Upon this foundation, prices are hardening. With better car supply now enabling producers to clean up tonnage recently and piled on mill yard and all shipments moving more freely, the entire industry is permeated with a more cheerful sentiment, says the Iron Trade Review.

We'll be Called Together



by President George May of the Ontario Retail Hardware Association in Toronto on the morning of February 13 for the big convention and exhibition lasting until the 16th.
Watch for preliminary details in Hardware and Metal but make your plans NOW to attend.
It will be the best convention yet if you do your part by attending.

Only One More Week

Before the Closing Date for Entries in the Hardware and Metal Xmas Window Contest

Before you take your display out be sure to arrange for a photograph and enter it in this national event.

EIGHT PRIZES are offered by *Hardware and Metal* for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting sales ideas into the display is what counts.

Contest Closes January 1st 1923

Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

TRIUMPH GAME TRAPS

H. F. Johnston, general merchant, Rolla, B.C.—Kindly let me know where I can procure Triumph coil spring game traps.

Answer.—The Triumph Trap Co., Oneida, N. Y.

DEHORNING CLIPPERS

John Fennell & Son, Kitchener, Ont.—Please inform us who manufacture dehorning clippers.

Answer: Messrs. J. F. Hartz, 24 Hayter St., Toronto.

"ACME" WASHING MACHINE

H. S. Howland Son & Company, wholesale hardware, Toronto.—Do you know who are the manufacturers of the "Acme" washing machine?

Answer: Messrs. Fairgrieve & Son, 50 Dovercourt Rd., Toronto.

"ATLAS" WOOD PRESERVATIVE

Latimer & Johnston, Collingwood, Ont.—Could you advise us who makes the "Atlas" wood preservative?

Answer: The Atlas Preservative Co. of America, 95 Liberty St., New York City.

"LITTLE GIANT" PUNCH AND SHEAR

La Compagnie Martineau, 135 St. Joseph St., Quebec, Que.—Could you give us the address of the manufacturers of the Little Giant punch and shear?

Answer: The Little Giant Punch & Shear Co., Sparta, Ill.

CANADA BARREL & KEGS, LTD.

Oltman Bros., Limerick, Sask.—Kindly advise us the location of the Barrels & Kegs, Ltd.

Answer: This firm is the Canada Barrel & Kegs, Ltd., Waterloo, Ont. The former name was Chas. Mueller & Co.

CEDAR CHESTS

The Foster Hardware Co., Orono, Ont.—Kindly advise us names of manufacturers of cedar chests.

Answer: The Crown Furniture Co., Ltd., Preston, Ont.; J. H. Connor & Son, Ltd., Ottawa, Ont.; The Lindsay Woodworkers, Ltd., Lindsay, Ont.; Keenan Woodenware Mfg. Co., Ltd., Owen Sound, Ont.; Waterloo Furniture Co., Waterloo, Ont.; Czerwinski Box Co., Ltd., Winnipeg, Man.

SASH WEIGHTS

The Moncton Supply Co., Ltd., Moncton, N. B.—Would you kindly advise us the name and address of a manufacturer of sash weights?

Answer: The Katie Foundry Ltd., Galt, Ont.; Tallman Brass & Metal Co., Ltd., Hamilton, Ont.; John Watson & Son, Ltd., Montreal, Que.; The Smith Foundry Co., Fredericton, N.B.

METAL CEILINGS

The St. Denis Hardware Co., Windsor, Ont.—Can you inform us where we can secure metal ceilings?

Answer.—The Pedlar People, Ltd., Oshawa, Ont.; A. B. Ormsby, Ltd., Toronto; Metallic Roofing Co., Toronto; Metal Shingle & Siding Co., Preston, Ont.; McFarlane-Douglas Co., Ottawa, Ont.; Galt Art Metal Co., Galt, Ont.; Winnipeg Ceiling & Roofing Co., Winnipeg, Man.; Crossen Metal Works, Ltd., Winnipeg, Man.; J. W. Wright, Winnipeg, Man.; Campbell & Grill, Vancouver, B. C.

CROSSBY WIRE ROPE CLIPS

J. L. Demers, Thetford Mines, Que.—Will you kindly give us the name of the manufacturers of Crossby wire rope clips?

Answer.—These are made by the Broderick and Bascom Rope Company, 4600 Main North, St. Louis, Mo., U.S.A. Canadian manufacturers of wire rope clips are as follows: The Dominion Wire Rope Company, Limited, Montreal, Quebec; The R. C. Greeening Wire Company, Hamilton, Ontario.

WALL PROTECTORS

Messrs. McKinley & Northwood, Ottawa, Ont.—In one of your issues an advertiser illustrated a galvanized wall protector, which is intended to be placed between a heater and the wall. We would like to get in touch with the manufacturer.

Answer.—This product is manufactured by the Guardian Fire Screen Mfg. Company, who are located at Ville St. Pierre, Montreal, Que.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

HOBBS HARDWARE CATALOG

The December, 1922, Catalog of the Hobbs Hardware Co., London, Ont., is now being distributed to the trade. This has a seasonable cover design, with 278 pages of descriptions and illustrations of practical hardware lines.

PEASE BLUE PRINT

The Pease Foundry Co., Ltd., Toronto, have prepared a blue print showing various warm air furnace connections. This information has been gathered under the supervision of the Pease Foundry engineer, and illustrates the correct fittings to be used in the installation of Pease warm air furnaces. Copies of this blue print will be sent to those dealers interested therein, upon request to the above manufacturers.

BLACK AND DECKER TOOLS

The Black and Decker Manufacturing Co., of Towson Heights, Baltimore, are distributing their 1923 catalog on portable electric tools, and shop equipment. These include electric grinders, valve grinders, screwdrivers, electric bench and pedestal grinders, and electric air compressors. This book is very finely illustrated on stock coated paper. Various details showing the pistol grip and trigger switch principles, as well as the capacity and dimensions of each product attract special attention. The purposes for which each tool is designed as well as certain other uses are outlined, with descriptive matter on their application.

RADIO HAND BOOK

The Radio Experimenter's Hand Book, by M. B. Sleeper, has been prepared for the instruction of those interested in the development of radio apparatus for experimental purposes. The chief object of this book is to enlighten the novice and advanced student on practical matters pertaining to the construction and operation of radio appliances. One chapter devoted to questions on antennae, both for transmitting and receiving; many helpful suggestions are found throughout the entire 16 chapters. A chapter is devoted to radio rules and regulations and includes the latest information on how the antennae should be protected from lightning and meet the requirements of fire underwriters. This book is published by the Norman W. Henley Publishing Co.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

4432. **Roofing and clout nails**—A Liverpool firm ask quotations on an assortment of 10 tons of round and oval nails, 1 inch to 6 inches, lath nails 1 inch by 14 inches, and bright clout nails, ¾ inch by 12 inches, and on 10 tons of 2 inch, 2¼ inch, 2½ inch and 3 inch by 4 gauge bright cone head chisel point roofing nails.

4433. **Steel**—A Birmingham firm state they are open to buy mild steel plates, angles, bars, etc.

4434. **Wire nails**—A South Wales buyer of iron and steel is open for an agency for wire nails.

4435. **Shoe rivet wire**—A Birmingham manufacturer would import shoe rivet wire if price right.

4436. **Hardware**—A Manchester firm seeks representation of Canadian manufacturers of any general hardware lines, particularly specialties.

4437. **Hardware**—A buyer in the Midlands of plumbers' supplies, shelf, builders' and general ironmongery, would entertain an agency business.

4438. **Builders' hardware**—A Birmingham firm of importers of builders' hardware, calling on wholesale ironmongers and factors throughout England, desire to act as buying agents for any salable lines of Canadian hardware.

4439. **Hardware, etc.**—A Bristol firm are open to consider exclusive agencies for any lines suitable for sale to the ironmonger and agricultural implement agent in the United Kingdom.

4825. **Aluminium rounds.**—Canadian manufacturers of aluminium rounds, 20 to 600 mm. (about) are requested to communicate with a company in Copenhagen.

4826. **Aluminium.**—Ingots and barrels are required by Swedish firm.

4827. **Nickel.**—A concern in Stockholm desires to get in touch with Canadian firm in a position to export nickel (granulated).

4828. **Pig lead, lead pipes and lead sheets.**—A concern in Christiania wants to import pig lead, lead pipes and lead sheets.

4829. **Metals.**—A Goteborg concern wants to receive quotations for copper and brass sheets, wire, bars and rods. Is also interested in nickel cubes or picules.

4830. **Metals.**—A firm of wholesale merchants in Christiania would like to hear from Canadian exporter of aluminium ingots, sheets and wire; antimony ingots; pig and sheet lead; phosphor bronze; copper and tin; copper ingots; sheets, rods, wire; brass sheets, bars, wire; tin bars and ingots; and zinc bars and sheets.

4831. **Metals.**—A Danish importer of metals, tools and machinery would be glad to hear from Canadian manufacturers of the following: copper ingots, tubes, sheets and wire; brass ingots, tubes and wire; nickel; aluminium sheets and ingots; galvanized sheets and bearing metals for all purposes.

4832. **Metals.**—A firm in Christiania would like to hear from a Canadian concern in a position to export brass and copper ingots, rods, sheets, tubes and wire; zinc sheets; tin bars and ingots; aluminium ingots, sheets, tubes; antimony ingots; also pig lead, lead sheets, wire and tubes.

4833. **Metals.**—A firm in Malmo are interested in the importation of copper, zinc blocks, tin plates.

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

THE HOLIDAY atmosphere is apparent in the current hardware markets and price revisions are conservative in number. This week's reductions include such products as asphalt felt, certain lines of roofings, and the Black & Decker line of drills, while lower price levels also appear on curry combs. Easier booking prices for spring 1923 are recorded on Cyclone grass seeders. On the other hand, advanced quotations appear on knife handled wrenches and pig iron. The upward development in pig iron is in direct contrast to the recent easier tendency. There is also a ten per cent. increase on carpenter socket chisels. Quotations on whips are considered very firm, there being a stronger tone in the market for these products. Some higher prices are, therefore, thought possible in the New Year. An upward tendency has also developed in corn brooms, this reflecting the climb of corn prices. Further increases in this direction are also considered possible.

A popular movement is recorded in ice skates, glass ovenware, hockey supplies, and accessories, hockey sticks, horse shoes and calks, hand sleighs, silverware, cut glass, razors, pocket cutlery, brass ware, cross cut saws and other seasonal merchandise. Jobbers are now taking stock, and most of the hardware salesmen are off the road until early in the New Year. Spring bookings are reported as more general in the last two weeks. It is pointed out that the nature of buying throughout the year has resulted in retailers' stocks generally being at a comparatively low point.

Considerable interest is now manifest in the trade regarding price developments after the first of the year. In recent years a lengthy budget of revisions was announced during the first month or so and many think that 1923 will be no exception. It is quite reasonable, however, to expect that changes will cover both advances and recessions. There is a strengthening attitude in the raw material markets for many hardware lines, while on the other hand some declines, of a more or less slight nature, are looked for. Market reports, therefore, should contain some interesting and valuable information during the opening weeks of the New Year.

Montreal, Que.

MONTREAL, December 21.—Both price advances and declines feature the current hardware markets. Revisions in a downward direction are announced on certain lines of ready roofing, asphalt felt and curry combs. Although no change is made in other quarters, on roofings, it is admitted that the market is in a slightly easier position. Price advances are recorded on pig iron and knife handled wrenches. This marks a sudden reversal in the pig iron market, and opinions are again expressed that the bottom was formerly reached. While no change is made in quotations on whips there is a very firm tone on these products, and higher prices are thought likely after the first of the year. The market for corn brooms has developed a very strong tendency owing to a climb in corn prices, and a shortage in some quarters. Prices on these have already been advanced and further increases are considered probable. In iron and steel markets there is now a firmer feeling, with prospects for an improvement in general commencing in the opening months of the new year.

FURTHER SLIGHT REDUCTION IN READY ROOFING

Montreal.

Following a revision some few weeks ago a further reduction in ready roofing is announced by certain manufacturers. In making this adjustment producers state that it is an effort to establish a steady price basis for trade in the new year, following a slightly easier trend in raw materials. Other manufacturers have not up to the present made any change in a downward direction, but admit that the undertone of the market is a little weaker and revisions are probable in the near future. Following are new lower prices on some of the Barrett lines:

ROOFING—

Tomahawk—1 ply $1.15; 2 ply $1.50; 3 ply $1.80.
Panamoid—1 ply $1.40; 2 ply $1.75; 3 ply $2.10.
Everlastic—1 ply $1.65; 2 ply $1.90; 3 ply $2.25.

VERY FIRM TONE IN MARKET FOR WHIPS

Montreal.

Manufacturers of whips state that they are experiencing a very firm market situation on their products, raw materials such as raw-hide and cotton recording higher values. One manufacturer announces that indications point to higher prices, and revisions in this direction may be expected after the first of the year. It was also pointed out that whip prices in Canada on the average are lower than quotations in the United States on the same quality.

ASPHALT FELT SHOWS PRICE REDUCTION

Montreal.

A reduction of twenty-five cents is announced in quotations on asphalt saturated felt, bringing present price to $3.75 per 100 lbs.

PIG IRON PRICE ADVANCES ONE DOLLAR PER TON

Montreal.

After a receding market for some weeks past, domestic pig iron prices are now advanced $1.00 per ton. Although this marks a sudden reverse trend, this development does not come as any great surprise to some well-informed, as the former level was recognized as well down to bottom and with conditions in the steel industry promising well for the new year it was thought improbable that prices would remain at levels recently announced. Reports from United States markets show that many customers took advantage of the reduced prices and this was a strong factor in producing higher quotations. An advance of $1.00 per ton is also announced this week in some quarters. Although local pro-

ducers of steel products are sufficiently supplied with pig iron for the opening months of the new year at the present ratio of operations, stocks are by no means heavy and a trade revival would place them in the market for pig before many weeks passed. Present local quotation is $34.15 per ton.

STEADY TONE NOTED IN ASBESTOS PRODUCTS

Montreal.

Notwithstanding a little quieter demand in most products, and higher price levels recently announced, a steady to firm undertone is still noted. Trade in pipe and boiler has slackened during recent weeks, but there is a fair amount of activity recorded in magnesia covering and slower deliveries also adds to the firmer tendency on this product. Following are unchanged quotations:

ASBESTOS PRODUCTS—

	Off list prices
2 ply pipe covering	57½%
3 ply pipe covering	55%
4 ply pipe covering	50%
85 per cent. magnesia	40%
Boiler covering	$1.50 per bag
Asbestos Sheathing	$7.75—$8.25

STEADY TO FIRM MARKET TONE IN SOLDERS

Montreal.

The trend of metals on primary markets still reflects a steady to firm undertone in lead and zinc products, especially solders. Tin is again recorded in a firm market position and lead has made a further slight gain in price. Spelter, however, is a shade easier but this tendency is not sufficient to materially affect the markets for finished products. One local manufacturer stated that little change in prices was now expected until after the turn of the year although the tendency was still in an upward direction in most products. Unchanged price levels are as follows:

LEAD AND ZINC PRODUCTS—

Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10

Cut sheets ¼c. lb. extra, and cut sheets to size ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

ONLY SEASONAL MOVEMENT IN SHEET MARKETS

Montreal.

Following a little brisker trade in galvanized sheets last week, the movement is now said to be quieter, although seasonal. Other sheets are also on a dull market at the present time, and little further activity is anticipated until after the inventory period. Interest is now being taken in the prospects for later winter and spring months. Indications point to improved conditions in the steel industry, and certainly sheets should be no exception. It is felt that trade next year will be assisted by a steady market as producers now describe the undertone of these products as firm and this tendency should be further strengthened by a more active turn in trade. Although it was expected in some quarters that certain firms would quote slightly lower levels in the hope of lowering stocks around inventory time the market at the present time has every appearance of being a steady one. Following are average prices locally:

BLACK SHEETS—

10 gauge, base	4 25
12 gauge	4 35
14 gauge	4 45
16 gauge	4 55
18—20 gauge	4 80
22—24 gauge	4 85
26 gauge	4 90
28 gauge	5 10

GALVANIZED SHEETS—

	Queen's Head	Fleur de Lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
18—20 gauge	6 40	6 15
24 gauge	6 70	6 45
22 gauge	6 65	6 40
Other Brands—		
10¾ oz.	7 00	——
28 U. S. base	6 50	——
26 U. S. base	6 25	——
24—22 gauge	6 10	——
20—18 gauge	5 90	——
16 gauge	5 75	——

Above prices are for ½ ton lots in English iron and 1000 lb. lots in American iron with an extra charge of 25c. for less quantities. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 25c. per 100 lbs.

Further extra for sheets 4 ft. wide according to gauge.

TIN PLATE—	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s, 200 lb.	12 50
20 x 28 IC, 112s, 214 lb.	13 00
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued 52s	5 10
Blued 60s	5 15
Welsh, polished, 52s	6 50
Welsh polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized 60s	7 75

FAIR SORTING BUSINESS IN PIPE FITTINGS

Montreal.

A fair amount of business is again reported in pipe fittings, orders being of a general sorting character. No revision in prices are announced and quotations are still said to be on a steady basis. Prevailing discounts are the following:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70 per cent.

ONLY MODERATE TRADE IN SOIL PIPE FITTINGS

Montreal.

Current trade in soil pipe and fittings is now said to be of moderate proportions, although fair for this season of the year. Regarding the undertone of the market for these products a local manufacturer stated that they were watching more recent developments in pig iron markets with interest, and while the advance in prices this week is of a minor nature, it may mean the turn to a stiffer market which would directly reflect on products such as these. With pig iron continuing to show recessions their products were placed on an easier market although supplies on hand were sufficient to carry them over the present quieter period. It was now very problematic what existing values would be when they were again in the market for raw materials. Unchanged discounts are:

SOIL PIPE—	
2 and 3 inch	35%
4 inch	35%
5 and 6 inch	35%
8 inch	net
Fittings—	
2 and 6 inch	45%
8 inch	net

FIRMER TONE PRESENTED IN STEEL MARKETS

Montreal.

The attitude in local iron and steel circles is a little changed and in quarters where slightly lower prices were thought probable there is now a feeling that the market may continue on a steady to firm basis, regardless of the quieter period during the following weeks. As pointed out in past reports any tendency towards a softer tone would in all probability be evident from a distributing standpoint, and due to the above reason. Indications point to a much improved condition in the industry in the new year, and producers are fairly optimistic regarding the trend of business commencing in earlier spring. Reports from southern mills indicate that the first half at least will be an active one. Domestic mills are also convinced that home consumption will be greater with industrial interests already showing some interest. Opinions are expressed, therefore, that rather than any weakness, the market should maintain a strengthening attitude from now on.

IRON AND STEEL—	
Common bar iron, 100 lbs.	3 15
Refined iron	4 65
Irish finish machinery steel	3 20
Mild steel	3 15
Single reeled machinery steel	5 25
Band steel	3 50
Spring steel	4 75
Sleighshoe steel	3 15
Tire steel	3 35
Harrow tooth steel	3 30
Toe caulk steel	4 05
Mining tool steel, per lb.	0 20½
Black Diamond tool and cast steel, per lb.	0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

QUIETER PERIOD NOW EVIDENT IN CORRUGATED

Montreal.

Following a quite satisfactory movement in corrugated sheets up to the present time, there is now a slackening in sales with the approach of the holiday season. Quotations on these products are unchanged and the market is again described as steady. Following are list prices and discount:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

BOILER TUBES MOVE IN SMALL QUANTITIES

Montreal.

Boiler tubes are only selling in limited quantities, and the market is described as quiet. Deliveries from the mills are a little slow but because of the quiet demand no shortage is felt. Quotations are unchanged at the following average quotations:

BOILER TUBES—

	Seamless	Lapweld
1 inch	20 00	.....
1¼ inch	22 00	.....
1½ inch	21 00	.....
1¾ inch	24 50	24 00
2 inch	21 00	19 75
2¼ inch	24 00	22 25
2½ inch	27 00	23 25
3 inch	33 00	29 50
3½ inch	38 00	34 25
4 inch	49 00	43 50

Prices per 100 ft. f.o.b. Montreal.

KNIFE HANDLED WRENCHES AT HIGHER LEVELS

Montreal.

Through a revision in discounts quotations on W. & B. knife handled wrenches are advanced, and these are now less 37½ per cent. Coes' are quoted at 30 per cent. off.

REDUCED PRICES APPEAR ON CURRY COMBS

Montreal.

New lower prices are announced on curry combs, and No. 121 is now quoted at $1.35, No. 127 at $1.90 per dozen.

VERY STRONG MARKET IN CORN BROOMS

Montreal.

Scarcity and continued increases in cost of broom corn has placed the market for corn brooms in a very firm position. Manufacturers state that raw material costs have continued to soar, and in many quarters the question of further supplies is an important one. Quotations on brooms, therefore, are on the upgrade. Although substantial advances in prices have already been made there would seem to be every likelihood of still higher levels unless some relief is found in primary circles.

INGOT METALS ARE QUIETER BUT CONTINUE FIRM

Montreal.

Ingot metal markets remain quite firm although there are certain evidences that the holiday spirit is prevailing. Copper is the feature of the markets this week, this metal being particularly strong in tone, although there is no sign of weakness in any other lines.

TIN.—After showing a sharp advance in London the early part of the week tin re-acted slightly, but the tone is still firm and it is thought probable that higher prices will rule after the holiday period. The advance in Sterling means higher prices on this side. Local price is slightly higher at 43 cents.

COPPER.—The situation on this metal has altogether changed during the past few weeks, and the tone of the market is very firm. Electro is quoted at about 14¾ cts., refinery, i. e., an advance of almost one cent in two weeks. London also reflects the improved tone on this side and export has picked up as well as local consumption. Market is firm here at 18 cts. for electro and 17½ cts. for casting.

LEAD.—Another advance in trust price was recorded in the U. S. A. this week, while London also went to a higher level. Demand remains remarkably good and production is only about equal thereto. Local quotation 8 cents.

SPELTER.—East St. Louis has again re-acted on cessation of English buying, but it is thought that a seven-cent level will bring about a resumption of this, and further advances may follow. The statistical position of this metal remains good as supplies are still short and it will be difficult to increase production during the winter months. Local prices are firm at from 9¾ to 10 cents.

ANTIMONY.—There is no particular feature to this market, but offerings from China are said to be fairly heavy and reasonable in price. This metal is undoubtedly cheap and it is thought only a question of time until an advance is made. Chinese is quoted at 7¼ cts., high grade English at 7¾ cts.

ALUMINUM.—Aluminum is firm in the U. S. A., but the market is quiet here with quotation unchanged at 22 cents.

Toronto, Ont.

TORONTO, December 21.—A holiday atmosphere has pervaded the hardware markets this week, and price revisions are moderate in extent. A development of some interest is the upward climb of pig iron quotations, this being a distinct reversal of form from the tendency exhibited throughout recent weeks. There is also an increase of approximately ten per cent in knife handled wrenches. The current reductions include lower prices on the Black & Decker line of drills, easier levels on asphalt felt, and a slight decline in quotations on certain makes of roofings. There is a firmer undertone in crude rubber which is naturally reflected in automobile tires. Radiator valves are now generally quoted at 59 per cent. off in comformity with the movement in this direction noted in former reports. While current activity in stoves, ranges and furnaces is now slackening, a brisk movement in electric ranges is well maintained.

INCREASE ON KNIFE HANDLED WRENCHES

Toronto.

Quotations on knife-handled wrenches are advanced this week, the extent of the upward revision being approximately ten per cent.

LOWER PRICE EFFECTIVE ON ASPHALT FELT

Toronto.

A reduction of 25 cents per cwt. is made on asphalt felt price levels. This revision brings the prevailing quotation to $3.75 compared with the former level of $4.00.

SLIGHT DECLINE IN ROOFING QUOTATIONS

Toronto.

Some slight downward price revisions are effective this week on certain lines of roofings, mostly two-ply and three-ply. The adjusted quotations, as outlined by certain manufacturers, are contained in the current market price section, and show a reduction of five and ten cents per roll.

BRISK MOVEMENT MAINTAINED IN ELECTRIC RANGES

Toronto.

Manufacturers state that the movement of electric ranges is still active, and one distributor expressed the opinion to Hardware and Metal, that "it was astonishing how well this movement keeps up for this time of the year."

There is not much new business now developing in stoves, ranges or furnaces, however. The brisk call for heaters has now eased off a little, with requirements having been satisfied, while trade in furnaces is also slackening off, although a few are still moving on former contracts. Prices have continued steady, with a firm undertone in raw materials.

LOWER PRICES ON BLACK AND DECKER DRILLS

Toronto.

The Black and Decker Mfg. Co. are putting into effect a further reduction in prices on their special types of drills and other products. The revised levels

are effective from January 1, 1923. The reduction varies between ten and twenty per cent. on their quarter-inch drill, half-inch special, bench drill stand, post drill stand, and six-inch electric bench grinder.

FIRMER UNDERTONE IN RUBBER AND AUTO TIRES

Toronto.

Recent increases in the prices of crude rubber and raw cotton, which materials enter largely into the manufacture of auto tires and tubes, have resulted in the impression that the downward trend has reached terra firma and, insofar as tires are concerned, it seems generally accepted that should any price movements develop in the future, they are likely to be of an upward nature.

PIG IRON PRICE IN SEE-SAW MOVEMENT

Toronto.

Following the reduction in pig iron prices of $2 per ton, an advance has been recorded this week, which indicates the improved activity of the market as outlined in a former issue. The extent of the increase is $1 per ton, this change bringing the prevailing quotation up to $31.80. Brisk activity in placing contracts at the former low level is described as leading to the current revision.

MAY BE REVISION IN CAST FITTING PRICES

Toronto.

Business in pipe fittings is stated to be just on a fair basis at present. While reports from certain distributors describe trade as "ordinary for this time of the year," others state that it is "not good." It is evident that there is no activity worth mentioning, and not much is expected during the stock-taking period. That some revision may develop early in the New Year on cast iron fittings is rumored on the local market, slightly easier levels being said to be pending on account of anxiety in certain quarters to open up the market. Discounts in general remain unchanged at the following levels:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, case iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ¼ in., 2½ to 4 in.	45%
Flanged unions	**30%**
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS— New piece list, adopted June 1, 1922.		
1 in elbow	0 32	0 53
2 in. elbow	1 05	1 70
1 in. tee	0 43	0 70
3 in. tee	1 45	2 40
1 in. coupling R. & L.	0 33	0 53
1 in. locknut, R. & L.	0 15	0 23

Discount, Classes, A B and C. less 70 per cent.

BOOKING WELL AHEAD ON SHEETS AND PLATES

Toronto.

While current trade in sheets is described as moderately quiet at this period of the year, it is also pointed out that mills are still considerably behind on deliveries, and bookings are now being placed in some cases for March business. Quotations remain unchanged, both on domestic and primary markets, with prevailing market tendencies being closely watched. Prices on plates now show a narrower range, and the opinion has been expressed that the recent recovery in pig iron, although of slight extent, contains some indication of the developments in semi-finished steel products.

PLATES, CANADA—	
Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60
WELSH CANADA PLATES—	
Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50
PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50
PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00
PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

GALVANIZED SHEETS—	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	6 20
22	6 05

An extra 40c. per 100 lbs. is charged for Keystone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—	
10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35
BLACK SHEETS—	
18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

RADIATOR VALVES NOW AT 58 PER CENT. OFF

Toronto.

Manufacturers and distributors record a fair volume of activity keeping up in brass compression goods. Trade for this time of the year is described as brisk, a condition caused generally by recent building operations, and repair work. In conjunction with the current annual inventory period, the hum of activity in warehouses is therefore evidently reflecting these causes. Quotations remain unchanged, with the tone of the market steady. Raw materials have fluctuated within narrow limits, but no marked developments have been recorded. Radiator valves are generally quoted at 58 per cent. off, as a result of the unsettlement referred to in recent market reports.

COMPRESSION GOODS—	
Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	41%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard ¼ in. to 2 in	50%
Do., 2½ in to 3 in.	43%
standard	25%
J. M. T.	10, 10
J. M. T. C.	16/10
J. M. T. Gate Valves	16/10
Jenkins gate or straightway	16/10
Jenkins Globe	10/10
Radiator valves, standard	59%
do., do., removable disc	58%
Emco check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco swing check, ⅝ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
BASIN COCKS:—	
No. 0 and 1, Fuller pattern	30%
No. 3623, plain or index handle	34%

HOLIDAY SEASON IN IRON AND STEEL MARKET

Toronto.

Greater activity in the pig iron markets, both domestic and outside, coupled with the local advance in price of $1 per ton, is taken to indicate that finished steel quotations are hardly likely to go any lower at present. It is pointed out that some lines of finished steel where price softness was formerly marked, now appear on a firmer basis due to improved booking operations in certain quarters. Another favorable aspect of the current market situation is the greater confidence which is being displayed in obligations for material for forward delivery at prevailing price levels. Local business is described as good for this time of the year, in spite of the holiday season, inventory period and winter dullness. Prices are unchanged, as follows:

IRON AND STEEL—		
Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	**7 00**	**8 00**
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

SATISFACTORY TRADE IN SOIL PIPE AND FITTINGS

Toronto.

Business in soil pipe and fittings is described as keeping up remarkably well for this time of the year. A brief review of trade during 1922 indicates that the volume of business has been of a more satisfactory nature, with good prospects ahead for the coming year. Prices remain on a firm basis, with little likelihood of change at present. While the current pig iron market is at easier levels than formerly, it is pointed out that existing quotations are now lower than was the case early in the fall when a revision in soil pipe discounts was put into effect. With raw materials gen-

erally showing a firm to steady trend and with labor costs on an equal basis, it is stated that production costs hardly permit of downward revisions at this time. Current quotations follow:

SOIL PIPE—
2 inch .....Less 33 1-3 per cent.
3 inch .....Less 33 1-3 per cent.
4-inch .....Less 33 1-3 per cent.
5 and 6 inch .....Less 33 1-3 per cent.
8 inch ..... net
FITTINGS—
2 to 6 inch fittings .....Less 45 per cent.
8 inch fittings ..... net

SLIGHT BETTERMENT IN BRASS AND COPPER

Toronto.

With a slightly firmer attitude recorded in primary metal centres, the condition of brass and copper products is again stated to be on the road to improvement. Current trade in sheets, rods and tubing is described as fairly good for this time of the year, and slightly better in volume than was evident a few weeks ago. This is attributed to the general improvement in business conditions, coupled with a more active interest in raw materials. Prices on these products remain unchanged at the following levels:

BRASS—
Sheets base, per lb. 0 23
Tubing, base, per lb. 0 30
Rods, base, per lb. 0 22
COPPER—
Rods, base, per lb. 0 30
Soft Sheets, plain, 16 oz. and heavier, per lb. 0 29
Do., plain tinned 16 oz. and heavier, per lb. 0 36
Do., polished and tinned, 16 oz. and heavier, lb. 0 41
Tubing 0 33

SEASONAL QUIETNESS IN LEAD AND ZINC GOODS

Toronto.

In lead and zinc goods the primary metals entering into production are described as just holding their own, and quotations on the finished products listed below have remained unchanged. Current trade is moderate, a condition usually evident at this time of the year, when activity is light on account of inventory and holiday factors. Some variation is still noted in lead sheet prices, the range being between 9½ and 10 cents per pound. Other quotations remain at the following levels:

LEAD AND ZINC GOODS—
Lead pipe, list per lb. 0 14
Lead Waste, pipe, list, per lb. 0 15
Do., over 8 in., list per lb. 0 16
Lead pipe is subjected to a discount of 10%
Lead traps and bends 15%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb. 0 09½ 0 10
Cut sheets, ¾c. lb. extra and cut sheets to size 1c lb. extra.
Solder, wire, per lb. 0 31
Do., wiping, lb. 0 23½
Strictly 0 23½
Do., guaranteed, lb. 0 26½
Do., commercial, lb. 0 23½
Zinc sheets, per lb. 0 11 0 12

SPASMODIC TRADE NOTED IN BOILER TUBES

Toronto.

Current trade in boiler tubes is now stated to be of a spasmodic nature. The improvement in volume which was formerly recorded has now subsided somewhat, although fluctuations in the amount of business are more or less evident. Prices are continuing on a moderately steady basis, with the upward tendency still being recorded in certain primary centres owing to the somewhat uncertain future position of raw materials. Domestic quotations remain unchanged at the following nominal levels:

BOILER TUBES—

	Seamless	Lapweld
¾ inch	19 00	....
1 inch	20 00	....
1¼ inch	22 00	....
1½ inch	24 00	....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	21 50
2½ inch	27 00	23 50
3 inch	34 00	28 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	50 00	42 00

IMPROVEMENT MAINTAINED IN ASBESTOS MARKET

Toronto.

Quotations on asbestos products, including air cell pipe covering, remain unchanged on the local market, but improvement in this direction is still evident. With current trade registering a larger comparative volume of activity and renewed interest in these products, some higher quotations have developed in certain quarters. That a similar revision may become effective on the local markets in the near future is the general opinion expressed by manufacturers and distributors. At the present time, however, the following quotations are in effect, but it is considered possible that some readjustment may be made early in the New Year:

ASBESTOS PRODUCTS—
Pipe Covering—
Air cell, 4 ply .....60 per cent. off list.
Air cell, 3 ply .....65 per cent. off list.
Air cell, 2 ply .....67½% off standard list.
Boiler Covering .....$1.50 per bag
Asbestos Sheathing .....$6.75 per 100 lbs.
Magnesia pipe covering .....less 40%

STRONG UNDERTONE IN RANGE BOILERS

Toronto.

While current business is described as a little quieter in range boilers, there is quite a comfortable margin of trade for this season of the year, according to manufacturers and distributors. The impression is also noted that producers are now in a better position for keeping up with the current demand, although no marked increase in stocks is evident. Prices continue on a firm basis, this reflecting the tendency in raw materials and replacement costs. No change has developed from the following list and discounts:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent; Extra heavy, 30 per cent.

WROUGHT PIPING REMAINS ON FIRM BASIS

Toronto.

Business in wrought pipe is described as easing off a little at the present time, this condition being naturally due to seasonal conditions, the inventory period, holidays, etc. Prices on piping are still very firm, however, manufacturers pointing out that certain raw materials remain somewhat difficult to obtain. The following list No. 57, continues to govern local markets:

WROUGHT PIPE

Price List No. 57. November, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Wrot. Galv.	Iron Blk.	Iron Galv.
⅛ in.	6.00	8.00	....	....
¼ in.	3.96	6.00	7.20	9.30
⅜ in.	3.96	6.00	7.20	9.30
½ in.	5.02	6.55	7.31	8.93
¾ in.	6.10	7.82	8.86	10.70
1 in.	8.67	11.22	12.75	15.47
1¼ in.	11.73	15.18	17.25	20.93
1½ in.	14.03	18.15	20.63	25.03
2 in.	18.87	24.42	27.75	33.67
2½ in.	29.84	38.61	....	....
3 in.	39.02	50.49	....	....
3½ in.	50.60	64.40	....	....
4 in.	59.95	76.30	....	....

Standard Lapweld Pipe S/C

Per 100 feet.

	Blk. Steel	Galv. Gen.	Blk. Wrot.	Galv. Iron
2 in.	22.20	27.75	31.08	37.00
2½ in.	32.76	41.54	46.80	56.16
3 in.	42.84	54.32	61.20	73.44
3½ in.	51.52	65.32	73.60	88.32
4 in.	61.04	77.39	87.20	104.64
4½ in.	71.12	90.17	1.07	1.27
5 in.	82.88	105.08	1.24	1.48
6 in.	1.08	1.36	1.61	1.92
7 in.	1.40	1.79	2.07	2.50
8L in.	1.48	1.88	2.18	2.63
9 in.	2.07	2.62	2.97	3.59
10L in.	1.92	2.43	2.82	3.39
10 in.	2.47	3.13	3.63	4.37

SLACKENING OF ACTIVITY IN RADIATORS

Toronto.

While seasonal business is recorded in radiators and boilers, there has been a noticeable falling off in volume from the brisk activity evident earlier in the season. Current orders, however, are described as in fair proportion. Some interest is attached to production costs in view of the easier trend to present pig iron price levels, but producers indicate that the former upward trend of quotations on radiators and boilers was based upon earlier costs of basic raw materials, and therefore current developments in pig iron fail to produce any easier trend in the market for the finished product. No change has been made in either lists or discounts, the following levels being described as firm:

RADIATORS—
Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in. $1.40; 16 in. $1.50; 14 in. $1.55; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 55 per cent. for water and 56 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 47 per cent. for water and 48 per cent. for steam

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 52 per cent.

BOILERS—
Water:
Round, 60 per cent off list. Square, 2[illegible] per cent. off list.
Steam:
Round, 25 per cent. off list; square, 15 per cent. off list.

HOLIDAY ATMOSPHERE IN SCRAP MATERIALS

Toronto.

The holiday atmosphere has apparently descended upon the domestic scrap material markets, and current trading is on a quiet plane as a result. Steel scrap is described as showing a slight improvement but cast iron is weaker in tone. The demand for copper and brass scrap has also fallen off and dealers state that very little is now moving. There have been no changes in prices this week, and the opinion is expressed that quotations will probably remain at present levels until the beginning of the New Year. Lead and zinc scrap are firm, however, and considerable orders are reported to have been placed lately. Scrap rubber has maintained the slight improvement previously referred to. Following are the usual averages of dealers' buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron	
Heavy melting steel	10 00
Scrap pipe	7 00
Steel turnings	10 00
Malleable scrap	10 00
Rails, scrap	11 00
Net tons—	
No. 1 cast	18 00
Stove plate	14 50
Car Wheels, (std.)	14 00
Scrap Metals	
Heavy copper wire	11 00
Light copper	9 00
No. 1 composition	9 00
Red brass turnings	7 00
Light brass	4 50
Heavy yellow brass	5 25
Heavy lead	4 50
Tea lead	3 00
Scrap zinc	3 50
Scrap Rubber	
Boots and shoes	2 25 — 2 75
High rubber boots	1 50 — 1 75
Auto tires	0 25 — 0 50
Solid tires	0 60 — 1 00

BETTER FEELING REMAINS IN INGOT METALS

Toronto.

There is a better feeling generally evident throughout the ingot metal group, but no great changes are recorded. There is little trading at this period, due to holidays and inventory needs. Prices have remained on a fairly steady basis, both in domestic and primary markets.

COPPER.—The undertone of copper is decidedly stronger, with the pendulum now commencing another upward swing. While domestic price levels are unchanged, as yet, it is noted that United States quotations are slightly higher, while any corresponding advance in London is tempered by exchange conditions.

TIN.—This metal continues on a strong basis. Tin prices are again showing an inclination to rise, both in London and the U. S. markets. Sentiment is described as much more cheerful. Domestic quotations remain fairly steady, local levels being given below.

LEAD.—The general tone of the market for lead is steady to firm, with no great developments expected at this time of the year, due to the holiday and inventory interests. While the aspect of this market has lately shown temporary periods of listlessness, with slight wavering in primary quotations, the large and steady consumption that is going on is pointed out as maintaining a sound underlying position.

SPELTER.—This metal continues quiet with very little change in either prices or market quotations. The present tone is quiet, a condition not unusual at this season. London prices are reported as slightly firmer, but this trend is not reflected in domestic circles.

ANTIMONY.—The market undertone in antimony has remained dull. In the absence of any trading to speak of, prices have remained nominally unchanged, both on primary and domestic markets.

ALUMINUM.—Inquiries are stated to have been more numerous for aluminum, but it is noted that actual transactions are relatively light. Prices are firm and unchanged from previous levels.

INGOT METALS—

Copper	17 25
Tin	41 00
Lead	7 50
Spelter	9 50
Antimony	8 50
Aluminum	22 00

London, Ont.

LONDON, December 21.—Business here at present is seasonably good. Winter and Christmas lines continue to move nicely. Prices are very firm and the number of changes is again light. Collections are reported as very fair at present and are expected to improve with a good holiday trade.

EASIER PRICES ON ASBESTOS SAD IRONS

London, Ont.

New shipments of asbestos sad irons coming in are about ten per cent. easier in price.

Asbestos irons, No. 70	$2.60 set
Dover irons, No. 60	2.00 set

HOLIDAY LINES RECORD BRISK ACTIVITY

London, Ont.

Silverware, cut glass, razors, pocket cutlery, brassware and other holiday lines are selling good just now.

QUIET TRADING IN LINSEED OIL MARKET

London, Ont.

There is little trading evident in linseed oil on the local markets, but no further change has resulted in prevailing quotations as the flax seed prices are again recording a firmer attitude, both on primary and domestic centres.

LINSEED OIL—

	Raw Imperial Gal.	Boiled Imperial Gal.
1 to 2 barrels	1 10	1 13
3 to 5 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less Barrels, Add 15c. Gallon.

REVISED PRICES ON CYCLONE GRASS SEEDERS

London, Ont.

The new prices on Cyclone grass seeders for 1923 spring booking are a little easier. The revised level is $21.50 per doz.

SOCKET CARPENTER CHISELS HIGHER IN PRICE

London, Ont.

Quotations on the Canadian socket carpenter chisels recently advanced approximately ten per cent. The new prices are list less 47½ per cent.

EASIER QUOTATIONS ON NO. 2 BUILDING PAPER

London, Ont.

Recent reductions in prices on cheaper grades of building paper are now in effect here.

Plain paper No. 2	65c roll
Tarred paper No. 2	85c roll

BETTER MOVEMENT OF CROSS CUT SAWS

London, Ont.

A better movement of cross cut saws is now generally recorded. Prices, however, have remained unchanged at the following levels:

CROSS CUT SAWS—

Maple Leaf Lance, Premier, Pangburn, Racer, and Shurley's Arrow Head—5ft., $5.50 ea.; 5½ ft., $6.25 ea.; 6 ft., $7.25 ea.

Philadelphia Lance, and Champion, 75c. ft.

LIGHT SALES EVIDENT FOR TURPENTINE

London, Ont.

There has been no change this week in turpentine quotations. The sale is noticeably light at present, a customary condition at this season.

TURPENTINE—

	Imp. Gal.
1 bbl,. lots	2 15
2 to 4 barrel lots	2 14
5 Gal. lots	2 30

HOCKEY STICK TRADE NOW IN FULL SWING

London, Ont.

A good sale continues this week for hockey sticks. Activity in hockey supplies is now in full swing. Prices are unchanged, as follows:

HOCKEY STICKS—

	Doz.
Boy's Red	2 00
Boy's White	2 85
Youth's White	3 25
Spalding No. 0	8 50
Munro Professional	9 50

BRISK CALL EVIDENT FOR SKATE STRAPS

London, Ont.

A fairly brisk demand is also recorded at the present time for skate straps. Prevailing quotations on these products follow:

SKATE STRAPS—

Canvas, 21 in., $1.25 doz. pr.; 27 in., $1.45 doz. pr.; 33 in., $1.65 doz. pair.

Solid Leather—21 in., $1.45 doz. pr.; 24 in., $1.75; 27 in., $2.10.

BETTER MOVEMENT RECORDED IN ICE SKATES

London, Ont.

Dealers now report a fair movement of ice skates. During the past week, orders have been more numerous. Booking prices continue in effect on the Starr line at list less 30 per cent.

GLASS OVENWARE SALES IN FAIR VOLUME

London, Ont.

A brisk volume of activity is still evident in Pyrex glass ovenware. Sales are seasonably good, with a steady demand being recorded for these products. Quotations remain unchanged at list less 33-1/3 per cent.

FAIR SALES ACTIVITY NOTED FOR NAILS

London, Ont.

A fair volume of sales is stil recorded for nails. Prices continue unchanged at the following levels:

NAILS—
Wire nails, base, $3.75 per keg.
Cut, do., base, $4.60 per keg.

EXCELLENT SALE FOR SHOES AND CALKS

London, Ont.

There is an excellent sale recorded at present for Neverslip horse shoes and calks. Current quotations follow:

Shoes ..... List less 10%
Calks ..... List less 15%

BRISK BUSINESS RECORDED IN HAND SLEIGHS

London, Ont.

Good sales were generally reported during the past week for hand sleighs. Quotations are on a steady basis, the prevailing level on the Canadian-Buffalo sled make being list less 35 per cent.

Winnipeg, Man.

WINNIPEG, December 21.—There are few price revisions on hardware this week. Brooms and whisks have advanced. Cotton gloves are also showing an upward tendency. Aluminum plumbs and levels are quoted at lower quotations. Linseed oil has strengthened and prices are higher. Turpentine continues steady. Business generally is showing an improvement and collections are slightly better. Wholesalers report that Christmas trade has been very satisfactory and a steady business is looked for during the winter months as present stocks held by retailers are low.

BROOMS AND WHISKS MOVE UP IN PRICE

Winnipeg.

In sympathy with the strong tone prevailing in the corn market, prices on whisks and brooms have advanced slightly. Following are new quotations on some of the staple lines. Whisks are quoted at $3 to $4.80 per dozen.

BROOMS—	
Firmset, special, per doz.	11 50
Firmset, Parlour, per doz.	12 50
Firmset, Warehouse, per doz.	11 50
House Brooms—	
No. 3, per doz.	10 30
No. 4 per doz.	12 00
No. 5, per doz.	14 75
No. 6, per doz.	16 00
Wire Bound	
No. 9 per doz.	12 75
Metal Bound—	
No. 2514, per doz.	11 00
Curling Brooms—	
No. 11, per doz.	15 00
Stable brooms, bass—	
No. 4	8 40
No. 5	11 20
No. 6	14 00
Stable brooms, cane—	
No. 4	8 40
No. 5	11 20
No. 6	14 00

COTTON GLOVES SHOW SLIGHT RISE IN PRICE

Winnipeg.

Cotton gloves have shown an advance and the following lines are quoted as follows:

COTTON GLOVES—	
No. 1182, per doz.	1 90
No. 1187, per doz.	2 00
No. 215, per doz.	2 50
No. 449, per doz.	3 00

ALUMINUM PLUMBS AND LEVELS AT LOWER PRICES

Winnipeg.

There has been a slight decline on some lines of aluminum plumbs and levels.

PLUMBS AND LEVELS—	
237 x 12	4 00
237 x 18	5 85
237 x 24	5 75

REVISION IN PRICE ON AUGER BIT SETS

Winnipeg.

There has been a slight revision on the following numbers of auger bit sets:

AUGER BIT SETS	
No. 111	3 20
No. 120	5 30
No. 132	7 60

BULLDOG SHOVELS SHOW SLIGHT PRICE DECLINE

Winnipeg.

There is a slight decline on bulldog long handle square point shovels and number two are quoted at $15.20 per dozen.

SEASONABLE DEMAND FOR STOVE BOARDS

Winnipeg.

There is a seasonable demand for both paper and woodlined stoveboards and quotations have advanced slightly. Following are the latest quotations:

STOVEBOARDS PAPERLINED—	
No. 24 x 24	9 71
No. 26 x 26	11 22
No. 28 x 28	12 33
No. 30 x 30	14 20
STOVEBOARDS WOODLINED	
No. 24 x 24	17 49
No. 26 x 26	19 87
No. 38 x 28	22 23
No. 30 x 30	24 12
No. 30 x 33	30 27
No. 36 x 36	35 00
No. 18 x 28	17 98
No. 24 x 32	23 65
No. 26 x 34	25 06
No. 26 x 38	26 95
No. 28 x 44	37 83

SLIGHT ADVANCE IN LINSEED OIL QUOTATIONS

Winnipeg.

Linseed oil quotations have been fluctuating and quotations on raw in barrel lots this week are $1.20 per gallon, with boiled at $1.23.

TURPENTINE PRICES REMAIN ON STEADY BASIS

Winnipeg.

There is no change in turpentine quotations this week. Price of $2.45 per gallon is well maintained under a seasonable demand.

St. John, N. B.

Hardware Merchants in St. John Paying Special Attention to Advertising

ST. JOHN, N. B., December 21.—The St. John hardware merchants are evidently testing out the value of advertising, and going to the limit so far as newspaper space goes. Several of the local hardware men have been using full and half page newspaper spaces in addition to their regular spaces, and have been doing everything possible along the lines of advertising to boost Christmas business. Some of them have issued pamphlets, sent out circular letters and used the movie screens. Judging by the crowded stores, this advertising is bringing results.

Hardware and Metal's representative recently dropped in the stores of T. McAvity & Sons, Ltd., W. H. Thorne & Co., Ltd., Emmerson & Fisher, Ltd., and found every salesman busy and many customers waiting to be served. Just how sales compare with those of last year throughout the city is not known, but S. E. Fisher, retail manager for W. H. Thorne & Co., Ltd., stated that their sales were about the same, and for the past month had been good.

Automobile accessories are selling in large quantities, and the nature of them indicates that they are intended for Christmas gifts. There is also a very large demand for tubular skates. One

salesman in a sporting goods department stated that they had never before had such a demand. "Everybody seems speed crazy," were his words. This is no doubt brought about by the big revival of ice sport in St. John. It has been planned to hold an ice carnival here, to last a week, and all skaters are busy practising.

There have been a few re-adjustments in prices during the last week, mostly advances. New Brunswick log rules are quoted at $28.25 per dozen. Savannah duck has advanced to the following prices, 29 inches wide, 8 oz., bolt 29c, cut 30c; 9 oz. bolt 33c, cut 34c; 12 oz. bolt 44c, cut 45c.

Ullathorne's shoe thread shows a decline and is quoted per pound, (8) $1.15, (10) $1.36, (12) $1.48, (15) $1.55. Cyclone dry sheathing, per roll, $1.19; Surprise dry sheathing, .74; light dry sheathing, .69; tarred sheathing, .90; heavy dry sheathing, per 100 lbs. $3.60; tarred felt, $3.75; carpet felt, $4.30. Waterproof cement, in dozens, $2.80. Electric solderine, $2.80. Fix-a-tear, $4.00. Wonder cleaner, $2.80. See-ezy, $4.00. Aluminum solder, $4.00. Shoe colors, $4.00.

Galvanized wire fencing is quoted as follows:

GALVANIZED WIRE FENCING—

Barb—

4 point 6" catch weights, per 100 lbs.	4 85
4 point 6" 80 rod reels, per reel	4 20
2 point 5" 80 rod reels, per reel	3 90
PlainTwist—per 100 lbs.	5 70

Coil Spring—

9 gauge, per 100 lbs.	4 50
12 gauge, per 100 lbs.	4 90

Plain—

9 gauge, per 100 lbs.	4 50
12 gauge, per 100 lbs.	4 55

Prices on Sterno goods are now as follows:

STERNO GOODS—

Canned Heat—
5006—$1.35 job doz.; 4008 $2.85 job doz.; 4016 $9.00 job doz.

Folding Stove Stands—
4038——$2.00 job doz.

Disc Stoves—
4020 $20.00 job doz.; 4019—$29.00 job doz.

Curling Iron Heaters—
4050—$3.20 job doz.

Stoves—
4000—$26.00 job doz.; 4002—$24.00 job doz.; 4036—$30.00 job doz.; 4014—$24.00 job doz.; 4009—$12.00 job doz.

Above prices net.

Shovels have been advanced the latest prices now being:

SHOVELS—

Olds Black No. 2	12 50
Do., No. 4	13 20
Extra DH Olds Black No. 2	13 10
Extra DH Round No. 2 Fox Shovels	12 50
Boston Black, No. 2	12 00
Boston Black, No. 4	12 70
Extra DH Boston Black, No. 2	12 60
Jones Black—DH Sq. No. 2	13 50
Do., DH Rd. No. 3	14 85
Burns Moulders, Black	14 00
Fenerty Breaking Down 8 Black	24 10

SPADES—

Old's Black	12 50
Extra DH Olds Black	13 60
Boston Black	12 00
Jones Black No. 2	14 50

SCOOPS—

Leeds or Crescent Black No 2	16 00
Do., No. 4	16 70
Jones Socket Black, No. 2	17 25
Do., No. 4	17 95
Do., No. 5	18 36
Do., No. 6	18 65
Do., No. 8	19 35
Do., No. 10	19 70
Olds Horse Furnace Black	5 75

Hamilton, Ont.

Colder Weather and Holiday Goods Combine for Seasonal Hardware Trade

HAMILTON, December 21.—There is the usual proportion of price adjustments in the current hardware markets. Developments include both reductions and increases, however.

The more general arrival of colder weather has not only stimulated the sale of holiday lines, but other seasonable goods now record brisk activity. Much attention is being paid to window displays of Christmas features and gift suggestions. Sustained sales activity is recorded for ash-sifters, ice-skates, weather-strip, cross-cut saws, storm-doors, lamps and lanterns, auto tire chains, as well as heaters and companion lines.

The sale of general hardware has fallen off a little, as is customary at this time of the year, but it is stated that this is more than made up by the increase in other seasonal lines, including sleds, hockey outfits, cutlery supplies, and winter automobile accessories. The retail trade is into the holiday rush in earnest, local stores now making the most of window space for display purposes. All advertising is now generally devoted to gift suggestions.

The firmer tendency in the market for crude rubber is now reflected on many finished goods, and slightly higher prices early in the New Year would not be surprising on such lines as automobile tires, belting and certain lines of hose. It is not expected, however, that any movement in this direction will affect garden hose quotations until after the booking season, a little later in the spring.

The week's developments in the iron and steel markets are particularly interesting, although it certainly cannot be said that they stand together in making the market situation either better or worse than was formerly estimated.

Spring bookings of paints and varnishes continue to provide interest in manufacturing and distributing circles. It is stated that current prospects indicate many increased opportunities for a brisk volume of business in paint and the allied products during the spring season. Quotations on all lines remain unchanged, but it is pointed out that a firm undertone is apparent in the markets, primary raw materials entering into the question of production costs to some extent. Certain manufacturers, however, state that very little in the nature of price developments is looked for. In general, therefore, dealers record the fact that the proportion of bookings for spring are satisfactory, and slightly in advance of similar business tabulated at this time last year.

Vancouver, B. C.

Prospects for Improved Trade During Coming Year in Coast Hardware Circles

VANCOUVER, December 21.—Cold weather on the coast, the coldest in several winters—and at that no lower than nine degrees above zero—has had a material effect upon the wholesale and retail hardware trade during the past Christmas sales to boost up any declines in previous months but there is a general complaint that the snow has kept people indoors, the week's business both downtown and in the suburbs being decidedly slow. There is a certain degree of optimism abroad, however, that the remaining days before the holiday will in a large measure make up for past deficiencies.

Snow precipitation has had the effect of curtailing all outdoor construction work, about the only activity shown being in indoor finishing. Though there have been no price changes this week, the market is firm and surprise is not manifested either wholesale or retail as upward adjustments are effected these days.

The snow has also had another effect—the closing of a large number of the lumber and shingle camps throughout the province. On the other hand it has caused a more active demand for all kinds of heaters, though furnaces are little affected.

Collections are reported to be fairly satisfactory this week, although wholesalers say it is necessary to keep an eye on all backward accounts and push for payment. Vancouver Island buyers are showing a tendency to hold off due to the fact that the mines are at present reduced to a four day a week basis. Sentiment has improved slightly in the Okanagan because there is a decided tendency toward higher prices for the late variety of apples. Shippers are inclined to hold off what stocks remain on hand until, in their opinion, market prices warrant movement east or west. Buyers laid in stocks very slowly during the fall but now as they find their shelves low, many rush orders are reaching the coast.

Wholesalers are largely through with the Christmas rush and are selling odd

lines which are moving under seasonable demand. In the meantime preparations are being made for stocktaking at the year-end.

BARS—Crow, $11.00 per 100 lbs.

BELTING—Lace, rawhide sides, $1.15 lb.; cut, $1.75 lb.

BOLTS, CARRIAGE—(in full packages), ⅜ and smaller up to 6-in. long, less 30/10 off list; over 6½ in. 20/10 off list; 7-16 and larger, all lengths, less 17½/10 off list.

BOLTS, MACHINE—⅜ and smaller up to 4-in. long, less 40/10 off list; over 4-in. less 25/10 off list; ⅝ and ¾, less 20/10 off list.

BOLTS, STOVE—Less 60 off list.

BOLTS, TIRE—Less 25/10, add 10% on all bolts for broken packages.

BOARD, BEAVER—Per 1,000 to 5,000 feet, $51.00 per 1,000 feet.

BOILERS, RANGE—30 gals. $12.80 each.

BUILDING PAPER—Tarred, $1.07 to $1.54 per roll. According to quality. Plain, 78c. to $1.25 per roll.

BUTTS—Plated, 341, antique copper and dull brass finish. 2½ x 2½, per pair 32c.; 3½ x 3½, per pair, 37c.; 4½ x 4½, per pair, 73c.

BUTTS—Wrought steel, No. 804, 2½ x 2½, $1.35 per doz.; 3½ x 3½, $2.40 per doz.; 4½ x 4½, $4.73 per doz.

CHAIN—Coil B, electric weld. 3-16, $18.50 per 100 lbs.; ¼, $16.75 per 100 lbs. 5-16, $14.00 per 100 lbs.; 3-8, $11.75 per 100 lbs.; ½, $12.00 per 100 lbs.

CHAIN—Logging, 5-16 x 14, $2.75 each; ⅜ x 14, $3.25 each.

CHOPPERS, FOOD—Universal, No. 0, $1.55 each; Universal, No. 1, $1.90 each; Universal No. 2, $2.25 each; Universal, No. 3, $3.15 each; Home, No. 55, $2.30 each; Home, No. 65, $2.75 each.

FILES—Great Western, 55% off list; Black Diamond, 35 per cent. off list.

HINGES—Per doz. pairs—Heavy strap, 4 in., $2.30; 5-in., $2.65; 6-in., $2.90; 8-in. $4.15.

CORRUGATED TEE—Per dozen pairs—4-in., $2.20; 6-in., $3.60; 8-in., $5.90; 13-in., $12.

HORSE SHOES—Iron, Nos 0 to 1, $10.00 per 100 lbs.; iron, Nos. 2 and larger, $9.75 per 100 lbs.

IRONS, SAD, COMMON—Per 100 lbs.—6 lbs. and over, $19.45; 3, 4 and 5 lbs., $25.25.

KNOBS, RIM DOOR—Japanned, $3.25 per doz.

LAMP CHIMNEYS—A, per case 8 doz., $1.20 per doz.; A, per doz., $1.50; B, per case 6 doz. $1.40 per doz.; B, per doz. $1.70.

LANTERNS—Short or long globe, plain, $10.50 doz.; Japanned, $11.00 doz.

MATTOCKS—Pick, $12.60 per doz.; Cutter, $12.60 per doz.

NAILS, WIRE—Base, $5.30 f.o.b. Vancouver; Cut, base $7.00 f.o.b. Vancouver.

NETTING, POULTRY—Per roll—2 x 12, $1.95; 2 x 24, $3 00; 2 x 36, $4.20; 2 x 60, $6.90; 1 x 12, $2.95; 1 x 24, $5.35; 1 x 36, $7.50.

NUTS—Per 100 lbs., advance over list—Square, small lots, $3.00; square, case lots, $1.00; hexagon, small lots, $3.50; hexagon, case lots $1.50.

RIVETS AND BURRS—Black carriage, 5 lb. Packages, less 35 per cent off list, copper rivets, No. 8, 42c. per lb.; assorted copper rivets and burrs 45c.; No. 8, assorted coppered rivets and burrs, 28c. per lb. No. 8, copper burrs 70c. per lb.; Coppered Rivets 22c. per lb. Coppered burrs 32c. per lb.

ROPE, SISAL BASE—British manila, base, 18c.; pure manila, base 19c.

SAWS, BUCK—Happy Medium, $16.50 per doz. Happy Idea, $15.12 doz. Disstons, No. 6, $16.20 doz.

SCREWS—Bright ⅜ flat head 70/10/10 off list; bright round head, 70/10 off list; brass flat, 65/10 off list; brass round head 60/10 off list.

SCREW, CAP—50 off list.

SCREWS, SET—50/10/5 off list.

SHOVELS AND SPADES—Olds or Fox, $12.60 per doz. ⅝ Jones or Bulldog, $14.40 per doz.

IRON, BAND—Per 100 lbs.—1½ in., $5.50; 1¼ in., $5 50; 1 in., $5.50.

IRON, BLACK SHEET—per 100 lbs.—16 gauge $5.35; 14 gauge $5.25; 18-20 gauge, $5.85; 26 gauge $6.45.

IRON, GALVANIZED SHEET—Per 100 lbs.—28 gauge American or English $7.40; 24 gauge, $7.00; 18-20 gauge $6.80.

WIRE, BARBED—Per roll—4 point, cattle, 80 rod. $4.75; 4 point hog, 80 rods $5.25.

WIRE, PLAIN GALVANIZED—Per 100 lb.—No. 9, $5.50; No. 12, $5.75.

WIRE—O & A—per 1000 lbs. No. 10 $5.50; No. 11, $5.55; No. 12, $5.65

WRINGERS—Eze, $6.35 each; Safety, $7.30 each; Bicycle, $6.40 each; Ajax, $13.55 each.

WASHING MACHINES—Velox water power, $33.00 each; Seafoam Electric, $78.50 each; Canadian $10.15; each; Patriot, $16.95 each.

VISES, WARREN SOLID BOX—35 lbs. $9.50 each; 50 lbs. $11.50 each.

Calgary, Alta.

Seasonal Activity in Winter Hardware Lines With Spring Bookings in Better Shape

CALGARY, Dec. 21.—Hardware market developments have been submerged by the holiday spirit and current revisions are conservative in character. Christmas trade is now in full swing, and this will be followed by the customary inventory period. Buying is thus more or less restricted at the present time, although wholesalers report that forward spring bookings are coming along in better volume. Winter goods are generally well into the middle of seasonable activity.

Recent bank clearings are showing well above a year ago, which in a measure confirms the late favorable reports regarding collections. In earlier years buying would have been much freer after a large crop year than has been the case this fall and winter. However, the feeling is that this year's crop returns are being handled wisely, and anything above actual requirements is being applied to liquidate the result of too free buying in the past.

There has been a heavy run on such seasonable lines as coal hods, coal and ash shovels, ash sifters, weather strip, etc. A good business is reported on gas heaters and a fair amount of coal heater business. In the motor accessory departments, tire chains and anti-freeze preparations are very active while robes, gauntlets and other cold weather motor requisites are moving out steadily. Repeat orders are coming in, and the volume of business in sleds, skates and hockey supplies is far above the average.

Pittsburgh, U. S. A.

Demand for Steel Shipments Partly Due to Fear of Another Coal Strike

PITTSBURGH, December 21.—Operations at steel mills reflect various conditions as to order books. Some subsidiaries of the Steel Corporation have reduced operations in the past week or ten days, while others have increased. The Carnegie Steel Company has put on several additional blast furnaces, while the National Tube Company now has the Riverside plant, in the Wheeling district, in practically full operation. Several independents have decreased operations.

Steel ingot production was at a rate of about 40,000,000 tons a year in both October and November, and in the first week or ten days of this month was probably at a rate distinctly above this, but with the decreasing operations already seen at some points and with the curtailments that are likely over the holidays, this month's total output may show a reduction.

There is a heavy pressure for production of wire nails and of merchant steel pipe, while other lines are under no particular pressure.

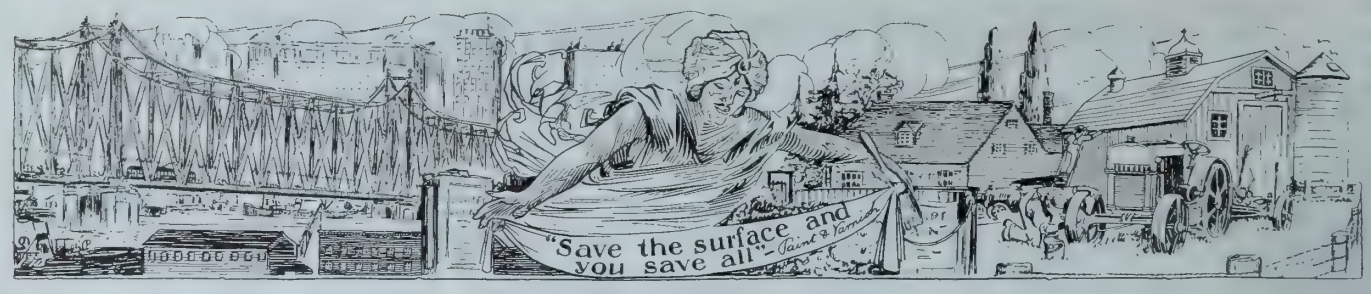
Operations are being watched for the indication they may furnish as to business conditions next year. Movements just now as to production are not particularly significant, however, on account of the near approach of the annual inventory date. Normally buyers like to have reduced shipments at this time to lighten inventory, even though they may need much more material later. To illustrate, production of ingots last December was 15 per cent. less than the average of October and November and 20 per cent. under the average of January and February.

There is increased ground for suspicion that part of the demand for steel shipments at this time is due to fear on the part of buyers that there will be another coal strike April 1. Opinion on this subject is divided. Nearly half the people in the trade think the balance of probability is that there will be a strike, and nearly half think the balance is the other way. Whether the chances are six in ten, five in ten or four in ten is merely a detail. Everyone recognizes that there is a possibility, hence there is a contingency to be provided for.

The steel industry is running largely on momentum. Operations are sustained not so much by fresh buying as by the old orders that are left to be filled. Much the same condition exists with the customers of the industry. They may not be selling a great deal just now but they have old orders to fill. In some lines, such as builders' hardware, stocks are abnormally light and need to be brought up to the normal.

Those who were predicting a month and six weeks ago that there would be a decided falling off in steel production and shipments this month have now modified their prediction and expect the decrease to occur in January. The coal strike may loom more prominently then and make the predictions prove wrong even though they were well based as to general trade conditions. Others, however, perhaps the majority, have not expected any material decrease in steel movement for several months. Opinion among business men and bankers seems to be crystallizing now on the idea that general trade activity is marked to keep

(Continued on page 52)



New Selling Policies in Paint Dep't

Hardwaremen Introducing Changes for the New Year May Consider Some New Policies—Good Ideas From Complaints—Salesmen's Conferences Bring Out Selling Arguments—Sell Paint by Total Cost for the Job

DURING THE past year a great many very practical ideas for stimulating the sale of paint and varnish have appeared in Hardware and Metal. Making some investigation to find out how these ideas are being applied, it was found that while many merchants are using them, there are many others who have been figuring on a definite reorganization of their paint departments at the end of this year, when the holiday rush of business is over, and in this connection they have planned to introduce some of these ideas for business in 1923. This is the best time of the year to lay out a definite plan of this kind, and so that some of the most helpful features may be introduced, let us briefly review some of these ideas:

One of the first of these was the experience of a certain hardwareman who found that by giving all complaints careful attention he was able to increase his clientele of satisfied customers, and at the same time put his hand on the source of the trouble and so eliminate the likelihood of further difficulties. Some fixed policy is a good thing to have for handling such complaints, and they occur in the best of stores. It is the easiest way out to blame the contents of the can, but in doing so both the merchant's and the manufacturer's reputation is being injured. Complaints are divided into the following three classes: 1. Where the goods are at fault. 2. Where the goods are not at fault. 3. Where it is difficult to see where the trouble is. A study of paint problems will enable a paint salesman to greatly reduce the number of such complaints, and ability to pass on information to customers will also help the situation. With those eliminated that come in these classes it will not be found difficult to settle up the others satisfactorily and not so expensive if some concession has to be made.

Discuss Argument at Conference

At a conference of the paint salesmen at the opening of the new year there might be discussion of arguments to be advanced in selling paint and varnish. For instance, the question of linking up with the arguments of the "Save the Surface" campaign may be taken into consideration. The early months of the new year are those when surfaces which have not been adequately protected are showing the effects of neglect. Veranda floors, house floors and other exterior and interior woodwork in homes, industrial plants, auto bodies, implements, vehicles, etc., will be showing plenty of signs of wear and provide excellent opportunity for big sales of paint to "Save the Surface."

Adequate stocks are an important factor in securing the largest possible volume of business. There is a psychological effect on customers when they see a well kept, complete range of colors and quantities among the paint and varnish stock. Full, clean, well arranged shelves impress the customer favorably. Adequate stocks also help the merchant to retain customers. Many true stories are told of customers who have left one hardware store and gone further afield to get a better selection and perhaps better advice and other service in paint buying. In deciding on having adequate stocks, a survey might be made of the past year to see which have been the best sellers, next best, etc., and let the information thus secured guide the buying of the new year's stock.

Point Out Painted Houses

The aggressive paint salesman will point out to a paint prospect some homes in his district which have just recently been finished with that store's paints. When the prospect enquires as to the cost per gallon, do not answer until information has been secured as to the dimensions of the house so that an estimate can be made of the amount of paint required. When the total figure has been arrived at it can be pointed out that it would have cost, say $42 to paint the house last year, but it can be done now for $30 because of the decline in prices. The firm tendency of paint prices and the possibility of higher costs may also be dealt with though it doesn't pay to try to scare the prospect.

If the question of a cheaper grade of paint arises, as it very often does, the salesman can point out that his store is giving best value to customers, and that if the cheaper priced paint was cheapest in the final analysis that his store would be handling it. The big reduction in oil that can be made in the more expensive paint and therefore the bigger surface which it will cover per gallon, is the argument to offset this. Concerning the use of lead and oil it can be pointed out that the customer must do his own work, and that the prepared paint of first quality is sufficiently heavy to be thinned down so that 6 gallons of prepared paint would do the job where it might take 9 or 10 gallons of lead and oil paint specially prepared. In addition there is the right content of oxide of iron and other ingredients which make the prepared paint probably more desirable in finish and lasting quality.

Set Good Example

There are advantages in setting a good example and the retailer might well repaint his store front and stain or varnish the shelving and counters in the paint department. Encouraging pride in the home town and the cleanliness of its buildings always repays in the form of increased prosperity because the town presents an attractive appearance to outside interests. Cases have been known where industrial plants have been located in a town which has not as good facilities as a neighboring one merely due to the fact that it had a more pleasing appearance and homelike atmosphere, due very largely to its buildings being well kept. This is the spirit which should be encouraged through the advertising and dis-

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1883 1923

Forty Years of Successful Paint Manufacturing

Founded on Industry, Intelligence and Integrity



FROM FLOOR TO CEILING—

MOORE'S PAINT for ALL THE HOUSE

The Woodwork, Inside and Outside; the Floors and wherever Protection and Decoration is required

MOORE'S IS THE ANSWER!

MURESCO

FOR THE WALLS and CEILINGS



SANITARY BEAUTIFUL WON'T RUB OFF

NO PAINT STOCK IS COMPLETE WITHOUT MURESCO

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO MONTREAL HALIFAX WINNIPEG SASKATOON
NEW YORK CHICAGO CLEVELAND ST. LOUIS CARTERET

If interested tear out this page and place with letters to be answered.

Dougall Varnish Co. Hold Annual Sales Conference

The Eastern Canada sales force of the Dougall Varnish Co. were gathered together at their head office in Montreal on Monday, Tuesday and Wednesday of this week. This conference was preliminary to the annual convention which will be held in conjunction with that of the Murphy Varnish Co. in Newark, N. J., on January 16, 17 and 18.

At the gathering this week plans for the coming year were discussed, and the opinion was unanimous that prospects for the coming year were bright for a bigger and better season in every way. Following the sessions on Monday the representatives attended the annual banquet of the Dominion Commercial Travellers' Association in the Windsor Hotel. W. Harris, general superintendent of the Murphy Varnish Co., journeyed to Montreal and addressed the gathering.

NEW SELLING POLICIES

(Continued from page 44)

plays. Do not overlook the fact that getting one property owner to paint his house will very often set many others doing the same thing. It would pay to concentrate on a house or two on a street where there are many others which would look better for the treatment.

Another hardwareman keeps an experienced painter always at his beck and call, to visit the homes of prospects and advise on the application of paint. This painter in his spare time arranges stencils, sample color combinations, etc., which are available to the paint salesmen and which can also be taken to the home of the prospect. The painter will give preliminary instructions at small cost, and of course, he very frequently secures some good business for himself.

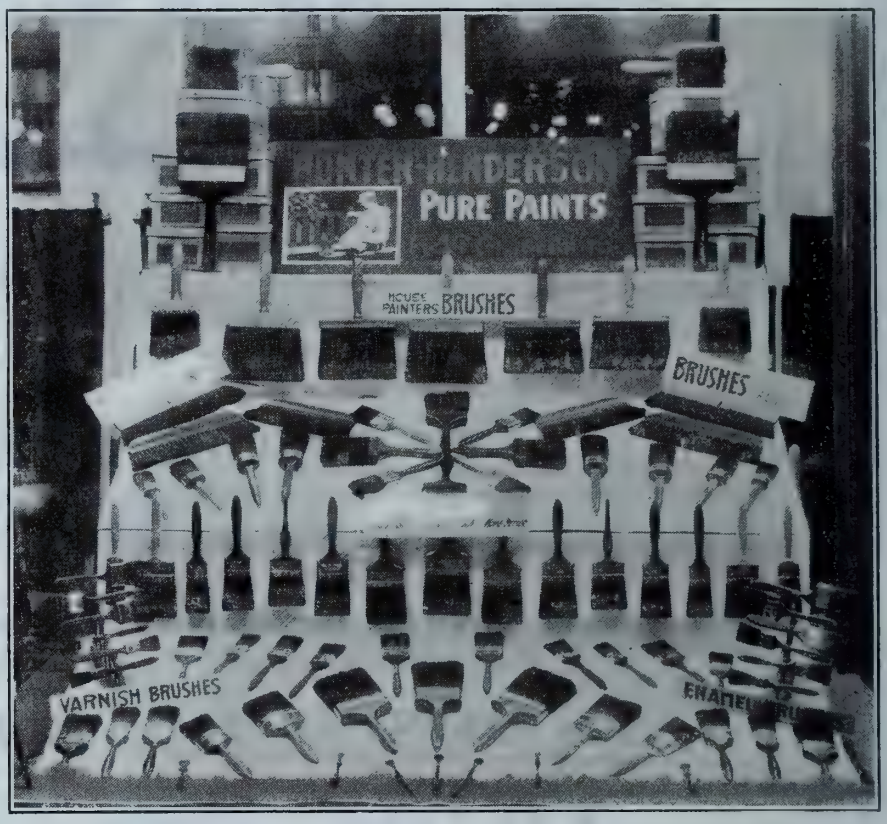
This store always enquires what the customer wants the paint or varnish for. It finds in a very large number of cases that there is some other product which is more suitable for the use designated, and about which the customer knows nothing. This practice avoids many difficulties for the customer and the result is a better job, one which encourages the customer to paint more.

TIMELY SHOWCARDS FOR HARDWAREMEN

(Continued from page 27)

galore attesting all manner of sale announcements. It is not a bit too soon to begin planning your posters for the big event. The store that embodies some attractive color scheme and lettering in its posters will be in a fair way to secure more attention. After all it is largely a matter of a little extra time and care to turn out something different in posters. The card writer should be too much of an enthusiast to relax his efforts without succeeding in his object. So this coming season let us have posters that are uniquely smart.

The Brush Department



Some very novel effects can be secured in arranging brush displays. Take this one, for instance, as arranged by Hunter-Henderson Co., Vancouver, B. C. It shows paint and kalsomine brushes in various sizes in a number of different designs presenting a pleasing appearance. Small stands are used on each side in the foreground. The larger brushes form an arc of a circle with smaller brushes intertwined. On the raised portion another design appears with larger brushes and the largest ones are at the back. Oftentimes hardwaremen want to arrange a brush display in a small window, and for this purpose this suggestion will be helpful. They are arranged on a spotlessly white background which conveys the impression of cleanliness and good care of the stock.

THREE THOUSAND TELEGRAMS

(Continued from page 21)

telegrams which were sent to Ottawa on Dec. 12 and 13, Hardware and Metal visited the Premier's office. In looking over the list of the places from which the telegrams were sent, they were found to be about equally divided among all of the provinces, and most important cities and towns were represented. Some had as many as fifty, sixty and seventy names attached. Some branches sent telegrams signed by the president and secretary of the branch on behalf of the members. In all, there were approximately three thousand telegrams and about one hundred letters. The telegrams ranged from ten words to 200 words.

One point brought out in the telegrams was that as no provision had been made for the use of other than ordinary postage stamps, there could be no way of telling where the revenue was going to; whether it was going entirely to the post office department, or to help wipe off the nation's debt.

Another view was that if the regulations were to exempt cash register checks, it would be unfair to those who are not possessed of cash registers, and who give a large number of receipts.

Boeckh's Brush News

The Peerless Floor Waxing Brush

Practically every householder or apartment house dweller needs a floor-waxing brush these days, and of all kinds, Boeckh's Peerless is the one to recommend your customers. The Peerless is a brush of unusual merit, one that measures up to Boeckh's Standard in every way, and it is a brush well liked by women who have used it.

It is equipped with rubber protectors that protect furniture and woodwork, has reversible polished handles, easily operated with a ball socket, and all its metal parts have a nice aluminum finish. Moreover, the Peerless, while heavy enough to really polish, is so weighted and balanced, that it travels evenly and easily over the floor. Any woman can operate the Peerless without tiring herself unduly. Then, too, you can assure your customer that the bristles used in Boeckh's Peerless will give longer, more faithful service than ordinary waxing brushes.

Boeckh's Peerless Floor Waxing Brushes are the ones your customers will be absolutely satisfied with. Why not put them on display on your window for a time? An attractive display of Peerless Floor Waxing Brushes, along with floor wax, occasionally, would do much to increase the demand for them.

We will gladly forward any display suggestions.

The Boeckh Company Ltd.
Toronto Canada

Distributors:

Montreal: The H. E. Smith Sales Company, 130 Craig Street West.
Winnipeg: J. B. Buckham, 664 Broadway.
Vancouver and Victoria: The T. S. Griffiths Co., 1080 Hamilton St., Vancouver, B.C.



Makers of Everything in Good Brushes Since 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 21.—Linseed oil again attracts attention in the current paint markets where prices show a further advance of two cents per gallon. Quotations on future deliveries are also higher, the gain being slightly more on these than on immediate deliveries. This upward tendency is due to strength shown both on domestic and Argentine flax markets, and although the firmer tone was first evident on the foreign markets, it was closely followed by home markets where seed deliveries are still an important factor.

After a period when an easier tone was noted in the turpentine market, this product is now somewhat firmer with a better buying movement reported from primary centres. There is a feeling that prices are likely to advance after the first of the year because of a better demand in the south. Locally this market is quiet with stocks low in accordance with demand. Shellac prices are unchanged with a wide variation between local firms. Indications at primary sources point to a steady to firm market for this product. There is now a quieter movement of window glass, but this market also is displaying a certain amount of firmness, assisted by the continued gain in the exchange value of the franc.

LINSEED OIL PRICES ARE AGAIN ADVANCED

Montreal.

A further advance of two cents per gallon is recorded in linseed oil prices, thus bringing the present level to $1.10 for raw oil in one barrel lots The undertone of this market continues on a firmer basis, due to the gains made both on domestic and foreign flax seed markets. Not only has this tendency affected the immediate market, but quotations for early spring deliveries were also advanced three cents. Formerly the market for future displayed a softer tone than was evident on the cash market, but with the gains made there is only a slight variation between delivery in December, and during the earlier months of the new year. Regarding the seed market in the North West, apart from the rising tendency due to news from outside markets, there is a shortage in deliveries again noted. This condition was predicted a few weeks ago when it was stated that the close of navigation must be taken into consideration. Seed stocks locally are low, and it is thought doubtful whether or not there will be any great accumulation for requirements next spring, notwithstanding the quiet period usual for the next number of weeks. Following are revised quotations:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per	1 10	1 12
5 to 9 bbl. lots, per gal.....	1 05	1 07

Less quantities, add ten cents per gallon.

SHELLAC MARKET ON STEADY TO FIRM BASIS

Montreal.

Current quotations on shellac are unchanged, with certain firms still quoting considerably less than figures given in other quarters. At primary sources the movement of this product is only seasonal but new receipts are expected to be light during the remaining winter months and this factor is having a strengthening effect on the market. Although present price levels are considered high there is a feeling in some quarters that higher levels are more probable than reductions at a little later date owing to the likelihood of a shortage when trade becomes more active. Local prices are the following:

SHELLAC—	White	Orange
In barrels	4 25—5 05	3 75—4 55
5 gallon jugs	4 25—5 15	3 75—4 65
1 gallon jugs	4 55—5 25	4 05—4 75

TURPENTINE MARKET DISPLAYS FIRMER TENDENCY

Montreal.

The turpentine market remains quiet, with little or no change from last week. This product is selling in most quarters at $2.10 per gallon in one barrel lots, and some firms report practically no stocks on hand. It is realized that the following weeks will be a quiet period for turpentine, and the interest is not displayed in the market in the South as would otherwise be the case. From indications, however, it would appear that the easier feeling at primary centres is past. Recent reports state that the market is in a much firmer position with a larger buying movement. With little activity locally this stronger tone is not expected to reflect on the market at the present time, although it is generally recognized that the situation is now steady to firm and any changes will in all probabilities be in an upward direction.

TURPENTINE—	
1 barrel lots	2 10
2 to 4 barrel lots, per gal.	2 08
Broken lots	2 20

FIRMER TONE CONTINUES IN WINDOW GLASS

Montreal.

Although current trade in window glass is somewhat quieter with the appearance of real winter weather, there is a firm tone continuing in the market. Prices were recently advanced to take care of increased transportation costs since the close of navigation, but prevailing price levels are still said to be firm. It is pointed out that quotations on import are higher, assisted by the recent gain in the exchange value of the franc. Unless a recession is noted in currency exchange a steady to firm market is looked for during the coming winter months. Owing to this recent stronger tendency prices on figured and wired glass are also advanced approximately three cents per foot.

Toronto

TORONTO, December 21.—While current trading in paints and varnishes is described as quiet, forward spring bookings are reaching a good total and the aggregate is said to be satisfactory. The window glass situation is still the same, and while business is not so quiet as in oil or turpentine, yet a slackening in volume is now recorded. It is pointed out that a steady to firm market is looked for in window glass for the balance of the winter months, as quotations on imports are higher since the close of navigation, while in conjunction with this condition is the fact that the exchange value of the Belgian franc is gaining. Shellac is on a steady to firm basis, the prevailing movement being described as seasonal, but primary centres record a gain in strength owing to new receipts being lighter for the balance of the winter period.

There is a tail-end quietness in turpentine this week, with local price levels practically unchanged. After a period of weakness in price and inactivity in trade, the southern markets are appearing with a slightly firmer attitude again. This condition, however, has not affected domestic quotations to any extent, as yet. Linseed oil has been quite firmly maintained during the week, although current business in this product is also dull. In attaining a firmer trend, oil has reflected the upward movement in flax seed. The recovery in Argentine flax has been a leading factor in influencing domestic price developments.

(Continued on page 52)



To all B-H Agents who have helped make this business what it is we send our heartiest greetings for Christmas and sincerest wishes for the New Year.

We are deeply grateful for the business relationships of the past and we shall endeavour to merit the continuance of the hearty support and co-operation accorded to us during past years.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

To Our Readers from Coast to Coast.



THE CURTAIN is about to rise on the year 1923. It is at such a time that one is constrained to look backward—and then forward—to calmly reflect on the happenings of the year just closing; to peer into the coming year with a sincere desire to apply the lessons of experience to its unrevealed history.

The hardware trade of Canada was never in as sound and solid a position as it is to-day. Team work has been largely responsible for the satisfactory condition which exists at this time. During 1922 there has been greater co-operation between the various branches of the hardware trade than in any previous year in the history of hardware manufacturing or selling in Canada.

One of the most pleasing features of the activities of the hardware trade in 1922 has been the splendid manner in which manufacturers, wholesalers and retailers have responded at all times to requests for information, suggestions or anything which would prove of benefit to the hardware trade as a whole. The spirit of co-operation is percolating through the hardware trade of Canada to an extent that was undreamed of even a few years ago.

During the coming year HARDWARE AND METAL will enter upon its thirty-fifth year of service to the hardware trade of Canada. We have planned many splendid new features which will prove of real practical value to the trade during 1923.

HARDWARE AND METAL is your paper, and you are the man we are trying to serve. We are going to make our thirty-fifth year our greatest year in service to the trade.

We wish to express our appreciation of the splendid co-operation which we have received from the trade during the year just closing, and the entire staff of HARDWARE AND METAL extend their sincere wishes to all readers for a most Happy Christmas and a Prosperous New Year.

CARTER'S

GENUINE

Your Painter Customers Need Carter's

Men who know good paint appreciate the unchanging uniformity of film, the free flowing quality and the great covering power of Carter's Genuine Dry Red Lead.

They know when mixed with pure Linseed Oil Carter's is the best protection for metal work, steam pipes, etc.

Keep a stock on hand.

Genuine Orange Lead, Genuine Dry White Lead and Litharge are other easy selling Carter Products.

The Carter White Lead Co. of Canada, Limited
91 Delorimier Avenue, Montreal

DRY RED LEAD

About That Spring Booking Order



Reputation lives longer than any other quality in merchandise. That is why when selling CANADA Brushes you have made an investment in reputation—an enduring asset to any business or product.

We are the only makers in Canada of the Solid, Straight Compressed Rubber-set Brushes—The bristles of such brushes will not bush or flare or come out. We guarantee them.

Better get our Dealer Proposition Right Away.



Canada Brush Company Limited

Head Office and Factory: St. John, N.B.

Montreal Branch: 17 St. Gabriel St.
Representatives: St. Michel, Ltd.

If interested, tear out this page and place with letters to be answered

TORONTO PAINT MARKETS

(Continued from page 48)

DULL SEASON IN TURPENTINE MARKETS

Toronto.

There is very little trading at present in turpentine, but the market tendency is being very closely watched, both in domestic and primary centres. Reports from Savannah indicate that the prevailing tone is slightly firmer again, but this condition follows on the weaker period referred to last week. With the establishment of a decidedly lower trading basis at southern producing points, there was greater interest manifested by consumers and a revival in demand was recorded. It is pointed out that the statistical position in the south has changed somewhat, the movement from the woods still being comparatively light, but stocks are in fair volume owing to the lighter demand at this time. Local prices have generally become established at the level of $2.10 for what little trading is evident, and although the nominal quotation of $2.15 is also still on the market, the appearance of the lower price and the absence of activity has served to preclude its existence.

TURPENTINE—

1 barrel lots	2 10
2 to 4 barrel lots	2 09
5 gallon lots	2 25

Less barrels, add 5 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

STRENGTH OF FLAX SEED IS REFLECTED IN OIL

Toronto.

Recent strength shown in Argentine flax seed and also in the domestic seed markets, has created a slightly firmer tone in linseed oil this week. Local quotations remain unchanged, but in certain quarters a slight advance has been recorded. It is pointed out that crushers have advanced oil prices, and in turn state that quotations on future deliveries of seed are higher. Notwithstanding the quiet nature of trade at this time, the linseed market is firmer. In discussing forward positions with local distributors, the feeling was apparent that some easier price levels on oil may become effective in the early months of the year when reliable reports concerning the extent of the Argentine flax crop are available. Existing prices follow:

LINSEED OIL—

	Per gallon Raw	Per Gallon Boiled
1 to 2 barrels	1 10	1 13
3 to 4 barrels	1 09	1 12
6 to 9 barrels	1 07	1 10

Less barrels, 15 cents per gallon.

SLIGHTLY FIRMER ATTITUDE IN SHELLAC

Toronto.

Although trading in shellac is of a seasonally quiet nature at present, a slightly firmer attitude has crept into the market due to increased interest and higher levels recorded in primary centres. Prices are unchanged, however, the local quotations continuing steady, reflecting a firmer undertone. Owing to the holiday season and inventory work, current business is described as dull, but a revival of activity is looked for in the New Year. Following are prevailing levels:

SHELLAC—

	White	Orange
Five gallon jugs	4 25	3 75
One gallon jugs	4 85	4 45

WHITE LEAD IN OIL PRICES REMAIN FIRM

Toronto.

The demand for white lead in oil is on a quieter basis at present, and no development has been recorded in regard to prices. While production costs were described as soaring higher by manufacturers, yet some price shading was outlined in other quarters. A settlement of this condition is expected, it being pointed out that pig lead prices remain firm and linseed oil is on a higher basis than was formerly anticipated for this time of the year.

WHITE LEAD IN OIL—

In five gallon lots $12.70 per cwt.
In one ton lots, $13.45 per cwt.
In less quantities, $13.80 per cwt.

TEMPORARY LULL NOTED IN PAINT CIRCLES

Toronto.

A temporary lull is now evident in paint and varnish circles, which is principally attributed to the inventory period and holiday season. It is stated that general prospects point towards another brisk session of activity for these products in the spring of 1923, and manufacturers and distributors report making preparations accordingly.

With regard to paint price levels, it is stated that while upward changes are in doubt, there is at least no possibility of any lowering in quotations for some time. "We don't see any chance in the world for reductions," stated one manufacturer to Hardware and Metal, but on the other hand it was pointed out that the firmer tone of materials entering into production costs reflected a strong undercurrent in the paint market.

Another producer stated that, "Paint prices are generally on a firmer trend as the basic elements entering into the manufacture of paint are correspondingly stronger."

PITTSBURG MARKETS

(Continued from page 43)

up for several months in the new year, and even to increase somewhat, with a decrease in activity about the middle of the year. If these predictions are right, the steel trade may be expected to move in harmony with the general condition.

Steel Prices

Finished steel prices are unchanged. Merchant pipe at 66 per cent. basing discount and wire nails at $2.70 are very strong. Sheets are fairly steady at 3.35c for common black, with only one or two mills shading. Tin plate is firm on the general basis of $4.75, with concessions for large orders smaller than usual. Bars, shapes and plates are moderately steady at 2.00c as an open quotation for small lots, with concessions for large lots as for some time past.

Buying Movement in Foundry Iron

In the past week the buying movement in foundry iron went farther. Large consumers, who at first were disposed to cover for only a portion, say a third or a half of their first-quarter requirements, later decided they had better cover for the remainder also, and went into the market again. All told, the business has been heavy, both in this district and elsewhere. Approximately all the consumers with definitely known requirements in foundry iron for first quarter have covered, while the furnaces seem to be correspondingly well sold. In the local market the business was done at precisely $25, valley basis. Furnaces would not concede a particle from this figure nor would buyers pay any more. Gradually the furnaces began to withdraw the $25 price in favor of $26 and the last has now done so, $26 being not merely an asking price but a firmly-held price. The foundry iron market has scored to square advance of $1 a ton.

Conditions in basic iron were different. The steel works that buy their iron did not have much steel sold for first quarter and therefore were indisposed to buy largely as they had little to cover, while there was another factor that, while in foundry iron the production is limited, in basic iron there are several steel works with surplus blast furnace capacity and some are quite ready to sell iron. There has been some buying of basic iron at $24.75 or $25, but not a great deal. Basic iron may decline from $25 whereas foundry iron may easily go above $26 by the end of the year. Bessemer is off 50 cents, being offered at $27.50, valley.

New Turn in Coke

Connellsville coke, which had been softening and softening as production increased and consumption experienced little change, has suddenly had a new condition thrust upon it, a heavy inquiry from the East for coke as domestic fuel. Dealers have been in the market for lots of 10 cars, 25 cars or more, ready to buy anything so it is "coke." The point is that the East had an exaggerated impression of the importance of the lake movement in anthracite, and expected a large increase in offerings when lake navigation should close. When it was found that this made little difference they turned to coke with a rush. Whether the movement will amount to much depends on the attitude of domestic consumers, to whom coke may or may not appeal. If it does, the coke market will be taken out of the hands of the furnaces by a greater factor being in the market.

Keep Up To Date With Brown Boggs Tools



In the stress and bustle of modern competition you need every possible aid to cut costs and increase production.

With Brown Boggs Quality Tools in your tin shop you can turn out more and better work in less time.

Folding Machines,
Circular Shears,
Squaring Shears,
Wiring Machines,

Everything in Tinsmiths' Tools.

The Brown, Boggs Company, Limited
HAMILTON ONTARIO

Toronto Representative:
A. B. WALKER
Holbrook Bldg.

Winnipeg Representative:
BISSETT & WEBB, LTD.

ORDER FROM OUR NEAREST FACTORY

HARRIS
HEAVY PRESSURE



The Distinctive Babbitt

Round in shape, Copper coated, with profile and wording that thousands of users know by years of service.

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short		$10 00	$10 70
BB Caps			7 00
22 S Mush.			11 50
22 Long			15 00
22 L. Mush			16 00
23 L. R., do			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
25 Long	33 00		
32 Short	23 50		
25/20	56 00		70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.	38 50		42 00
32 S. Colt	38 50		
32 Colt Auto			63 00
32/20	56 00		70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40	66 50		84 00
455 Target			85 00
250 Sav. H.P.			106 00
280 Ross			209 00
25/35			125 00
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40	102 50		121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
351 Self Ldg.			121 50
35 Rem. Rim.			159 50
33/55	125 50		152 00
45/70-405	133 00		

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent. on American lists.
American empty shells, plus 15 per cent. on American lists.
American Metallic Cartridges, (American List.)
Rim fire ball cartridges, less 2½ per cent.
Centre fire blank and shot cartridges, plus 10 per cent.
Shot, standard, $13.50; net extras as follows, subject to cash discounts only: Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs. ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz.	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz.	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.	
Less than 12, each	0 50
12 or less than 50 each	0 45
In kegs of 50, each	0 40
Bbl. lots of 125 each	0 39
"Reliable" Ignition, 2½x6 in.	
Less than 12 each	$0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots of 125 ea.	0 37½

F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th. 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.40.
Cut lace leather, Beardmore, per lb. $1.60.
Cut lace leather, Anglo-Canadian, per lb., $1.45.
Canvas belting, 65 per cent. off. F. O. B. Montreal.

BITS, AUGER

Standard List	Prices per dozen		
3-16	$6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27 16	24 00
13-16	8 25	28-16	24 00
14-16	8 25	29-16	24 00
15-16	9 50	30-16	27 00
16-16	9 50	31-16	30 00
17-16	12 00	32-16	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do. special 40/5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, list, Aug. 1922.
Do., car bits, net prices.
Mephisto, Auger and Car bits, net list.
Mephisto, electricians and expansive, plus 10 per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	3/8 Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 00
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., Enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted. January 28. 1922.
Discounts: Standard weight, 40%
Extra heavy, 30 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter 40 per cent.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Square head blank bolts, 35%.
Plow bolts, No.'s 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%) 30%
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55%.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Sleigh shoe bolts, all sizes, 25%.
Bolt ends, 35%.
Coach and lag screws, 45%.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
Tapped, net list.

BORAX

Lump crystal, borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, Seamless	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 string	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

Wrought Steel—	
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.

Per barrel	$3 63
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's	Hand Power	Power
No. 0	9 75	
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list. f.o.b. Montreal, Ottawa. Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1 ..... $18.04
T. F., No. 2 ..... $19.45

COBBLER SETS

Economic, T. F., doz. sets $12.50

COIL CHAIN

Fireweld	Proof	B. B.	B.
⅜ inch	13 20	$15	40
7-16 inch	11 30	13	30
½ inch	10 20	12	40
9-16 inch	10 70	12	90
⅝ inch	10 30	12	55
¾ inch	9 95	12	20
⅞ inch	9 60	11	80
1 inch	9 25	11	45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

Doz.
No. 101, $1.15 per doz.; No. 111, $1.30; No. 121" $1.35; No. 127, $1.90.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

Casting ingot, see weekly report.

Mont. Toronto.

	Base	Base
Rods, ½ to 2 in.	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb.	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb.	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

ENAMELEDWARE

The CLEAN *Ware*

For a Steady Flow of Profitable Business

The genuine quality and years of faithful service that is built into Davidson Enameledware has made it the favorite of Canadian housewives for three generations. This means less sales effort for you on every piece of ware that bears the Davidson Label.

Month in and month out you can enjoy a steady Enameledware business by stocking this popular brand for its users know that no ware can equal it for cleanliness, looks and ability to absorb and retain heat.

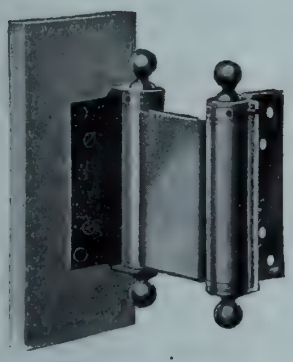
The Thos. Davidson Mfg. Co. Limited

Established 1860
Head Office and Factory: Montreal

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

DAVIDSON

Branches:
Toronto Winnipeg
Calgary Vancouver



Strongest Steel Hinge Ever Made

Save $1.50 or More on Every Door

No hanging strip is required with the Lawson "Nu"-Jamb spring hinge. This means a saving of $1.50 or more on each door. The hinge fastens on the door jamb; can be mounted more quickly and easily than any other hinge. More solid support than if hanging strip were used. Here is a real seller.

Canadian Representatives for Quebec, Ontario and Maritime Provinces.

SMITH-STEWART CO.
London Loan Bldg. London, Ont.

LAWSON

Manufacturing Company
230 West Superior St., Chicago, Ill.

Write to Us

LA TUQUE BRAND

for the reasons why we can supply you **true turpentine** at the price of **$1.00 per gallon** F.O.B. La Tuque, P.Q. We want Turpentine users to understand our product and realize that it is an excellent thinner for paints, varnishes, etc.

Dependability of supply, uniformity, tested for gravity, etc.—that is what our Pure Wood Turpentine means.

Write to-day.

BROWN CORPORATION

Quebec, P. Q.

If interested, tear out this page and place with letters to be answered

DAMPERS—Stove Pipe ... ...Doz.
7 inch $1 80
Cast, Champion, 5in. 1 42
6 inch ... 1 40
Soverign, per dop. net, in bulk: 3" $1.17; 4" $1.39; 5" $1.43; 6" $1.61; 7" $2.00; 8" $2.72.

DOORS, SCREEN—
Kasement, No. 3, oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List
Blacksmiths' ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.	0	29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank ... 57½%
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
K. F. and Arcade ... 60%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial ... 60%
Globe ... 60%
Nicholson ... 35|5%
Black Diamond ... 35|5%
Delta Files ... 20%
Firth Files ... 50%
K. & F. horse rasps ... 70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings	27	27
Malleable bushings	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron	27	27
Couplings, 4 in., and under	25%	25%
Do., 4½ in. and larger	5%	5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922.
Classes A, B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. ... $4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame ... 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight Per Cwt.
Smaller than 2 inch face ... $4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face ... 4 25
2 ins. and over ... 3 50
Bi-Treadle, each ... 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle	8 66
For 17" Axle	9 00
For 19" Axle	10 75
Ball Bearing	15 00

HALTERS, ROPE

	Per gross.
Sisal, 7-16 in.	21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS— Per Doz.
Dodson ... 4 00

HAMMERS, NAIL— Doz.
No. 21 ... $10 50
No. 1 ... 13 50
Nos. 1½ and 61½ ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs., cwt. ... $20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs., and over ... $15 00
Masons, 2-3½ lbs. ... 23 00
5 lbs., and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs., and over ... 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, less 10%; hay fork, hoe rake, shovel and manure fork, 10 per cent. off standard lists. Whiffletrees, double-trees and neckyokes net list; wood rakes, net list; horse pokes, net list.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz. Pair.
Atlas, No. 0	15 25
Do., No. 1	16 95
Do., No. 2	18 05
Stearns, 4"	13 55
Do., 5"	16 60
Perfect, No. 1	20 85
New Milo	13 90
Canada	13 25
Hatch	13 00
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, each, net, $7.50
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets

Clark's No. 1	2 15
Do. No. 3	3 95

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set ... 1 67

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee Pairs
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. ... 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron	1-8 6 90	7 15
Heavy iron	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-countersunk ... 1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set	1 90
Potts' nickel plated, per set	1 96
Potts' handles, japd. grs.	19 45
Common, per cwt.	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb., each ... 4.85
Net, in ½ dozen lots.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 28 0 30
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12, and 14 ft.	0 49
Single and Fruit Picking	
10 ft. to 16 ft.	0 26 0 28
18 ft. to 20 ft.	0 27 0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

20 to 32 ft.	0 30
36 to 40 ft.	0 33
44 feet, and over	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 ft. are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs	2 15-4 30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases ... $1 05 doz.
3 doz. cases ... $1 10 doz.
1 Doz. cases ... $1.25 doz.
Cold Blast, genuine ruby $5.25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2	$ 2 00
Do., No. 3	2 50
Barn Door, No. 5	3 55
Do., No. 8	4 00

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric	125 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor	30 00
Whirlpool, water power	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric	118 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric	129 00
Mono-Vac, electric	145 00

Less 30 per cent.
Freight equalized with Montreal,

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$33 95
No. 8, dozen	44 90
Universal—	
No. 4, dozen	36 00
No. 8, dozen	48 00

MOPS— Doz. Net.

Liquid Veneer, Champion	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor,	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	**0 55**	**5½ inch**	**base**
2½ inch	0 30	5½ inch	base
		6 inch	base

Laidlaw Products

Many uses —many lands

BT



"Shoe nails, box nails, top-hat nails, bowler-hat nails—and other nails you've never heard of all belong to my family, B. T. They emigrate or stay at home. They are in the Arctics and in the Tropics. All have the best of reputation everywhere."

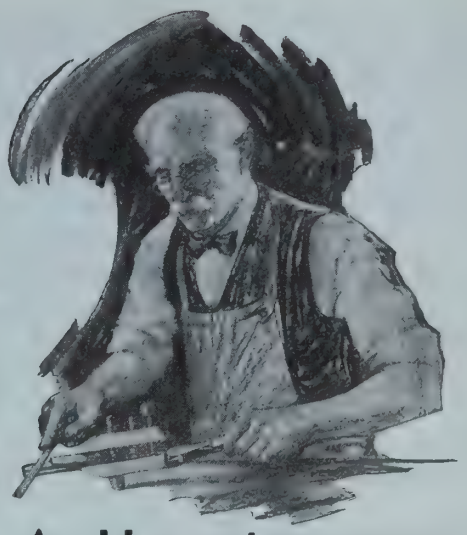
"The packages they are shipped in must be well made to stand all that strain, W. N."

"I'll say they are, B. T."

THE LAIDLAW BALE TIE CO., LTD.

HAMILTON, CANADA

Be specific--say "Laidlaw Products"



A Handy new Starrett hand vise

This new Starrett Hand Vise No. 200 is a tool that can be sold to any mechanic. Its convenience in holding pieces of work make it just as useful in the garage and the home as it is in the machine shop. Provides a firm clamp for any kind of work up to one inch. The stationary jaw has three V-grooves to hold wire and other cylindrical shapes. All steel parts are case hardened—hardwood handle, stained and polished. A very useful, inexpensive tool.

Write for Catalog No. 22M.A. and the Supplement describing the new Starrett Tools.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled

Athol, Mass.



Notice the angular adjustable handle which can be clamped at different positions with relation to the jaws.

STARRETT HAND VISE No. 200.

4531

Sell Starrett Tools

Christopher Johnson & Co.

Western Works, Sheffield, England

CUTLERY MANUFACTURERS

The Wholesale Houses can supply

FLAG BRAND CUTLERY

Noted for nearly a Century for Consistent Quality and High Class Finish.

TABLE CUTLERY

Pocket and Pen Knives,

Scissors and Razors.

Representatives:

F. SARA & CO.

1309 12th St. West

CALGARY



A Keen Argument

THE FLAG BRAND

REGISTERED C.J TRADE MARK

NAILS (Continued)

6½ to 12 inch 2 ga. and heavier, 25c. over base.

Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.

Owen Sound or Collingwood, $3.75 base.

F.O.B. Montreal, $3.75 base.
Freight equalized on above points.

Sydney and St. John, $3.85 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c. per 100 lbs. over common nail prices. Finishing Nails, 50c. per 100 lbs. advance over common nail prices.

Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.

Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of 25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls:
Adopted March, 1900.

2-inch mesh and 19 ga. wire:

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 20
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire:

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire:

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire:

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire:

24 inch	$16 50	36 inch	24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls.
F.O.B. Montreal.

NIPPLES:

See Fittings.

OAKUM— **Per 100 lbs.**

Plumbers' in 50 lb. bales	6 00
Navy Special, No. 1	13 00

OILS

	Toronto
Royalite, gal.	0 21
Gasoline, net. gal.	0 29
Above prices net.	Gallon.
Black oil, (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.19.0
Polarine, ex. heavy, list	1 25
List, less 15 per cent.	
Polarine. per gal. list	$ 1 00
Polarine, medium, list	1 00
Polarine, heavy, list	1 00
Polarine, special heavy	1 00
List, less 25 per cent.	
Gargoyle Mobiloil A. E & Arctic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle, Mobiloil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING **Per lb.**

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— **Per 400 ft. roll**

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 65
Do., Surpise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star heavy tarred straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.	3 75

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs., per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs., doz.	$8 00	$8 25
6 to 7 lbs., doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES **Per case**

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs., box	1 40

F.O.B. Montreal and Toronto.

WROUGHT PIPE—
List No. 57. **November, 1922.**

Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	.3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 40	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain	List
2 in., 10-ft. lengths, list,	$18	40
3 in., in 10-ft. lengths, list	22	30
4 in., in 10-ft. lengths, list	29	60
5 in., in 10-ft. lengths, list	40	00
6 in., in 10-ft. lengths, list	49	00

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD

See weekly report.

PIPE, SOIL, Med. and extra heavy

2 in. to 6 in. ..... less 33 1-3%
8 in. ..... net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in. ..... less 45%
8 in. ..... net
List of Oct. 1, 1907.

PIPE, STOVE

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	5 40 4 90
Do., 60 sheets	5 50 5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)

IC, 14x20, 112 sheets	$11 50

POLISH (O-Cedar) **Doz.Net**

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— **Doz. Net**

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— **Doz.**

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 11
No. 158, galvanized	4 38
No. 58, japanned	1 41
No. 159, galvanized	150

PUMPS—

	Pitched Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list
F.O.B. St. Mary's Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air

Japanned and common oxidized 35 per cent. from standard list.
(Special discount for large sizes).

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. Blacked and tinned, 47½ per cent.; iron burrs, 47½ per cent. off list on 200-lb. kegs.

Coppered rivets, net extras, 2c. per lb.

Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.

Rivets, ½ in. and larger $6.00 base.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.

Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.

Ready, 2 ply, $1.80; 3 ply, $2.15;

Everlastic, 1 ply, $1.65; 2 ply, $1.90; 3 ply, $225.

Panamoid, 1 ply, $1.40; 2 ply, $1.75; 3 ply, $2.10.

Tomahawk, 1 ply, $1.15; 2 ply, $1.50; 3 ply, $1.80.

Everlastic Multi-Shingles
4 shingles in one, per sq. 5 80

Everlastic red or green, mineral surface, sq. 36" wide 2 50
Do., 18 wide 2 95

Everlastic Liquid Roofing cement—
Per gal., in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.

Reed's Plastic Asphalt Cement

	Per lb.
600 lb. drums	0 08
125 lb. drums	0 09

Above prices less 20 per cent.

1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — 5/8 in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.: 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb. additional.

Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand

Disston, D.8, 26 in., $31 25 doz.

SCALES

Champion ..... List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb. $11.15; 600 lbs., $30.00; 1200 lbs., $35.60; 2000 lbs., $51.60; 2000 lbs., drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

Renfrew Household	5 40

SCREEN WIRE CLOTH

Black, 12 mesh	$2 65
Galv., 14 mesh	3 75

SCREWS—

Discounts off Standard list adopted July 6, 1922.

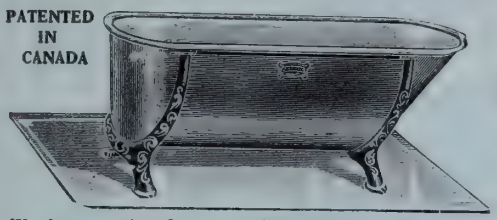
Wood F.H., bright	80	5%
Wood O.H., bright	77½	5%
Wood R.H., bright	77½	5%
Wood F.H., brass	75	5%
Wood R.H., brass	72½	5%
Wood O.H., brass	72½	5%
Wood F.H., bronze	70	5%
Wood O.H., bronze	67½	5%
Wood R.H., bronze	67½	5%
Square cap		55%
Hexagon cap		55%
Coach or lag screws		45%

SCREWS—Iron Bench

No. 12—1 in., $11.52; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14—1 in., $12.15 1⅛ in. $15.30; 1¼ in., $17.40

TWO BEST SELLERS

PATENTED IN CANADA



Better Selling Value Than Ever

We have equipped our Steel Baths with **Pressed Steel Removable Legs** and 3 inch **Roll Rim** around the top, for which we have secured a Canadian Patent. This **Roll Rim** adds greatly to the selling value of

TWEED ENAMELLED STEEL BATHS

They now look like the expensive cast enamel baths but are the **same price** as before.

Our new patent Roll Rim Enamelled Steel Baths are now ready for shipment—Order samples.

TWEED SANITARY CHEMICAL CLOSET



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business. Write for catalogue.

STEEL TROUGH & MACHINE CO., LTD., TWEED



"TRIMO" Pipe Wrench

The Trimo Pipe Wrench is made in eight different sizes.

The Steel Frames will not break.

The Nut Guards prevent accidental turning of the adjustment nut.

The Spiral Spring is always in place.

The Inserted Fixed Jaw can be removed when worn.

All Trimo Tools are good tools.

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TRIMONT MFG. COMPANY
ROXBURY (BOSTON,) MASS.

Canadian Representative:
GEO. P. FRASER
28 Temple Ave. - - Toronto

GOODELL-PRATT

1500 GOOD TOOLS



BREAST DRILLS

An incomparable line of Breast Drills, of every style. Backed by consumer demand and dealer good will.

GOODELL-PRATT COMPANY

Greenfield *Toolsmiths* Mass., U.S.A.

If interested tear out this page and place with letters to be answered.

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES
Cast Steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES, (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES, Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each ..... $ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast ..... Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings ..... $ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
F.O.B. Montreal, Toronto, London Hamilton.
Universal, jap., cyco bear... 45 00
Do., nick., cyco bear..... 55 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $3 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 3 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal, net $7 25
Canadian Beauty, Reversible 4 65
Upright, with rack, net 5 00
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00
T. F., steel track 1" x 3-16" per 100 ft. net ..... $ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
3 in. .....$15 90 15 in. $28 80
10 in. .. .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 45
Giant, No. 1..... 3 20
Jump, No. 1 ..... 3 20
Hawley & Norton, No. 1 .... 4 75
Newhouse, No. 1 ..... 7 05
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0.53
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard 25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 80
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list. plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c.
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in. 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH
Tor. Lon. Mont.
Section, 1 lb. per 100 lbs. .$3 25 $3 50 $3 50
Section, ½ lbs. per 100 lbs. . 3 25 3 75 3 50
Solid, 3 to 30 lbs. per 100 lbs. . 3 00 3 15 2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized, No. 9, $4.05.
Barbed wire, 4 x 4, $4.10.
Coiled Spring Wire, 9 gauge, Toronto, $4.10; Montreal, $4.10.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18 ..... $ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 138 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 63 00
Blue Belle 160 00
Do., Folding B 160 00
Rival 95 00
Model 85 00
Imperial 94 00
Gem, No. 131E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.: Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	50	50	50
Draining Tools	50	50	50
Hollow Back Scoops	50	50	50
Sand Shovels	50	50	50
Hollow Back Shovels	50	50	50
Hollow Back Coal Shovels	50	50	50
Riveted Back Scoops	50	50	50
Miners' Spring Point Shovels ..	50	50	50

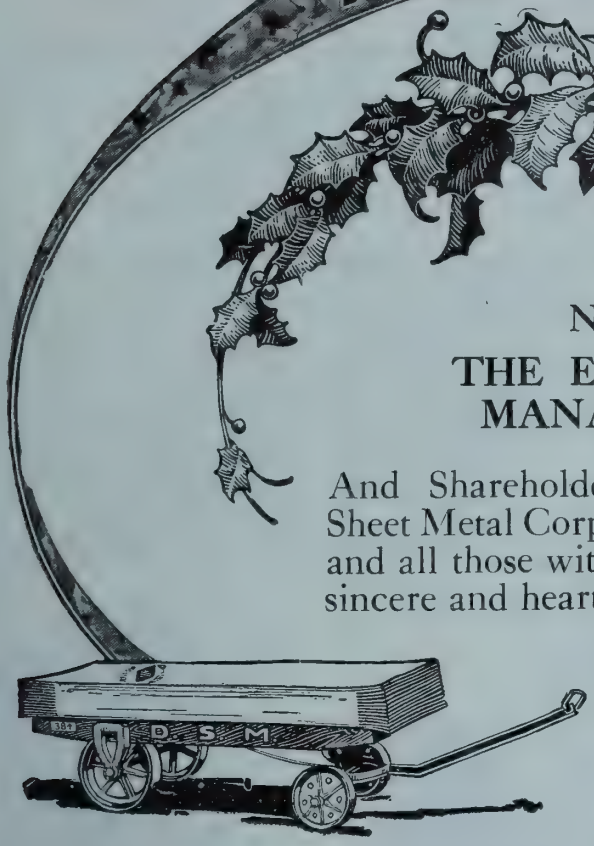
Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools. No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.



No. 390

THE EMPLOYEES, MANAGEMENT

And Shareholders of the Dominion Sheet Metal Corporation, Ltd., wish you and all those within your circle, a most sincere and heartfelt

MERRY CHRISTMAS

TINKER TOM.



"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

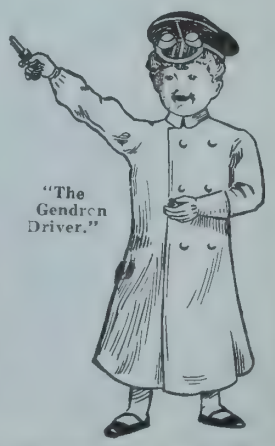
All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Merry Christmas Everybody!

Another Christmas Season has come; another opportunity to extend to you, our friends, a cheerful Christmas greeting.

It is our sincerest wish that this Christmas will be the happiest and the New Year the most prosperous you have ever known.



THE GENDRON MFG. CO.
LIMITED
Duchess Street - Toronto

"A Canadian concern to which wise buyers turn."

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

ANTI-FREEZE Per Gal.
In 5 gal. cans ..... $ 0 75
In 1 gal. lots 1.00
Anti-freeze for diluting purposes $2 50

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Raw and Burnt Seinna 100 lb. kegs, lb. 06-08
Imp. green, 100 lb. kegs 16–19
Chrome green, C. P. 45-50
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.26
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 ..... 04-05½
Drop black, pure dry 18-20
Golden ochre, 100-lb. kegs .. 0 08
White ochre, 100-lb. keg 0 06
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. ..... $ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal. Toronto.

ENAMELS (White) Gal.
Dougal Muronic ..... $ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co. Allbagloss 6 40
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 20

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18
Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots ..... 16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 85
Montreal 15 per cent.
Toronto, imported, less 7½%.
Toronto, domestic, less 5%.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto 50%.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	12 00	13 45
Champion, pure	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection	13 00	13 45
Ramsay's, pure	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure	13 00	13 45
Elephant Genuine	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
¼ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis
Elephant, white, C. P. ..... $ 3 95
Sanitone, white, C. P. 3 55
Sanitone, colors, C. P. 3 45
C.P. Co. pure white 4 05
C. P.. Co., pure colors 3 70
C. P. floor paint 3 65
Elephant floor paint 3 40
Victoria floor paint 2 80
B.-H. English, colors 3 70
B.-H. English, white 4 05
B. H. Fresconette, white 3 55
B.-H. Fresconette, colors.... 3 45
B.-H. floor 3 65
B.-H. porch floor 3 70
C. & A. colors 3 55
C. & A. white 3 90
C. & A. floor 3 40
Crown Diamond, white 3 95
Crown Diamond, colors 3 60
Crown Diamond, floor 3 55
Crown Diamond, porch 3 55
Do, Flat wall tone, white. 3 55
Do., colors 3 45
Dougall Re Newett, white.. 3 85
Do., colors 3 70
Re Newitt, porch and floor.. 3 65
Do., flat wall finish 3 45
Moore's House colors, white.. 3 75
Do., house colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Do., Paint & Deck Paint.. 3 50
I.V. Elastica, white 3 65
I.V. Elastica, colors 3 40
I.V. Flatine, int. wall, white. 3 55
I. V. Flatine, int. wall colors 3 45
Lowe Bros., H. S. white.... 4 05
Do., H. S. colors 3 70
Do, H. S. floor, hard drying 3 65
Do., H. S. porch..... 3 70
Mellotone flat wall white... 3 60
Do., color 3 45
Jamieson's Crown Anchor... 3 55
O.P.W. Can Brand, white... 3 95
O.P.W. Can. Brand colors.. 3 60
O.P.W Can. Brand, floor.... 3 55
O P.W. Flat Wall, white... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 90
Ramsay's Pure, colors..... 3 55
Ramsay's Dul Tone, white .. 3 55
Ramsay's Dul Tone, colors .. 3 45
Ramsay's floor 3 50
Ramsay's porch 3 55
Glidden's white 4 05
Glidden's colors 3 70
Martin-Senour 100%, white.. 4 05
Martin-Senour, 100%, colors 3 70
Martin-Senour, porch paint.. 3 70
Martin-Senour, Neutone, white 3 55
M.-S. Neutone, colors 3 45
Martin-Senour, floor paint .. 3 65
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 70
Sherwin-Williams, floor 3 65
Sherwin-Williams, porch paint 3 70
Flat Tone, white 3 55
Flat Tone, colors 3 45
Maple Leaf, white 4 05
Maple Leaf, colors 3 70
Maple Leaf, floor 3 65
Hillcrest (S.P.) colors 3 05
Do., white..... 3 40
Do., floor 3 00
A. & E. Adelite, white 4 05
Do., colors 3 70
Do., Industrial white 3 60

Barrett Products
Everjet Elastic Carbon Paint —

	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.,	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—

Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PARIS GREEN 100-lb. lots
½ lb. paper cartons, per lb. 0 40
1 lb. paper cartons, per lb. 0 38
5 lb. tins, per lb. 0 42
1 lb. tins, per lb. 0 40
25 lb. tins, per lb. 0 36
50 and 100 lb. drums, per lb. 0 34
250 lb. kegs, per lb. 0 32½
500 lb. barrels, per lb. 0 32
F.O.B. Montreal, Toronto, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c. per lb. extra.

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G., medium grade $4 50
Water white 5 50

SHELLAC

	Pure White	Pure Orange
5-gal. jugs	$4 25—4 60	$3 75—4 10
1-gal. jugs	4 55—4 95	4 05—4 45

F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd.	1 80	2 05

TAR Mont. Toronto.
Coal tar, refined .. 10 25 10 50
Do., crude 9 00 9 25

PAINT & VARNISH REMOVER
L. B. High Standard 3 00
Taxite, 1 gal. cans, S.W..... 3 00
B. H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Takof 3 00
O.P.W. Presto 2 60
Solvo 3 60
Gliddens 3 00
Varn-off 3 00
Crown and Anchor 3 00
Adelite. (A. & E.) 3 00

VARNISHES Per gal. cans
B. H. Floors 4 08
B. H. Maritime Spar 5 18
B. H. Hard Oil 2 76
B. H. Gold Medal 3 42
Elastilite, Imp. V. 3 95
Granitine. Floor Finish 3 95
Hydrox Spar, Imp. V..... 5 00
C. P. C. Sun Varnish 4 00
Glidden Wearette 3 99
Glidden Floorette 3 99
Glidden Jap. Spar 5 79
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 10
I. V. Elastica, No. 1 ..... 4 99
Do., No. 2 ..... 4 58
Do., Floor 4 10
O.P.W. Jasperite Interior and exterior 3 40
O.P.W. Indestructo, floor .. 3 40
O.P.W. Jasperite Pale Hard Oil 2 50
P. & L., No. No. 61..... 5 14
Jamieson's Copaline 4 10
M-S Marble-Ite Floor..... 4 32
M-S Wood-Var 4 16
M-S Durable Spar 5 23
M-S Finest Interior 4 97
Moorlastic Floor 4 25
T. 45 Floor 3 50
Morvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 24
Mar-not, S. W. 4 03
Quick Action House 2 70
Rexspar, S. W. 5 13
Scar-Not S.W..... 4 76
Lowe Bros., durable floor... 4 30
Solpar House Spar 4 60
Solpar Floor 4 60
Solpar, Interior 3 60
Kyanize Spar, Boston Var. 5 25
Kyanize Cabinet Rubbing .. 4 95
Kyanize Interior and Floor. 4 95
Luxeberry Light 4 56
Luxeberry granite 4 56
Luxeberry spar 4 73
Ramsay's Universal 3 80
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720 ..... 3 00
"C. D. Big 4" Exterior 5 10
Do., Interior 4 60
"C. D. Big 4" Floor 4 50
C. D. General purpose 4 28
C. D. Furniture 2 80
Dougall Univarnish, clear .. 4 50
Dougall Transparent spar . 5 00
Dougall Transparent, floor . 4 50
Do., Nogloss, interior 4 50
Do., Interior 4 50
Adelite, No. 103, Floor 4 00
Adelite, No. 105, Flat 4 00
Adelite, No. 100, Spar 5 80
F.O.B. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb..... 0 05
C. P. Opalite, 300 lbs. bbls. 0 16
C. P. Opalite, 100-lb. pkg... 0 17
1 gal. packages, per pkg.... 1 00
S. W. Aqualite, 100 lbs.... 0 14½
Ramsay's "Ideal," 310 lb. bbls. 0 16½

Water Paints (per 100 lbs.) 5 lb. pkgs.	White	Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs.	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs.	10 00	11 25

WASTE—
Cream, polishing, 19c.
White. XXX, 19c; XX, 17c; X 16c; XC, 14½c; XXX extra, 17c; XX, grand, 16c.; XLCR, 15c.; X, empire, 13½c; X press 12c.
Colored—No. 1, 13½c; No. 17, 12½c; No. 1A, 11½c; No. 1B, 10½c; Fancy, 14c; Lion, 12½c; Standard, 11c; Popular, 9½c; Keen, 8c.
Above lines subject to trade discount for quantity.

WAX
B H. Wax ..... $ 0 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Floor 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal.. 3 35
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar 0 40
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. wax 0 50
F.O.B. Montreal, Toronto.

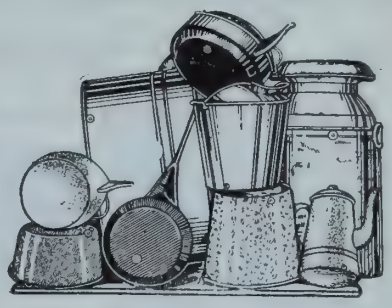
WHITING
Gilders, bolted in bbls 2 50

WOOD ALCOHOL. Per gal.
In five gallons 1 50
Methylated Spirits 1 50

MENDETS
A PATENT PATCH

Many Little Sales Make Big Profits

Because of the really generous profit on each individual sale and the steady, brisk demand that enables you to turn your small stock over many times in a year, Mendets are a very profitable line to handle.



Keep them well displayed, they will sell themselves. Order from Your Jobber.

Collette Manufacturing Company :-: Collingwood, Ont.

THESE COLD BEND TESTS

Show the TOUGHNESS, STRENGTH and WORKABILITY made right into the QUALITY of

LONDON BAR IRON



London Rolling Mill Co.

LONDON, CANADA LIMITED

Sales Agents:
BISSETT & WEBB, Ltd., Winnipeg, Man.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

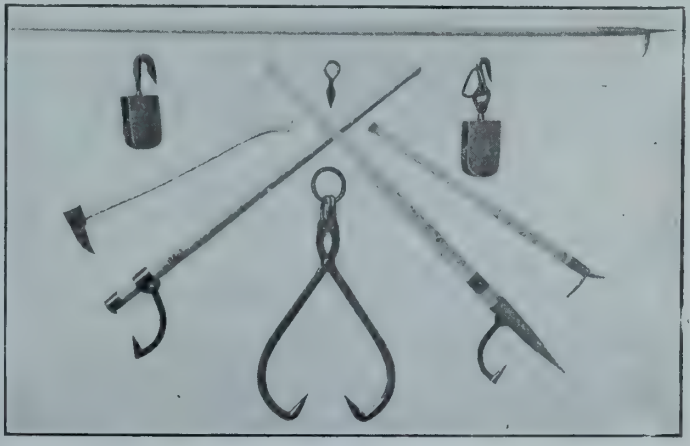
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

EASTERN REPRESENTATIVES:
Messrs. Bacon & Co., Ltd., 131 St. Paul St. West, Montreal.



If interested, tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Sort Shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps	....	.....	$7 00
22 Short	....	$10 00	10 70
22 S. Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 42½ per cent.
U. M. C. 42½ per cent off Dominion list.
Dominion Ammunition—Discount 42 and 20 per cent off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard List	Prices per dozen		
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .....15% on list.
Common .....30% off list.

AXES—
Single Bit $12 00 $14 40
Double Bit 17 00
Broad Axes 52 00 57 00

AXES, Bench
Single Bit 10 80 13 00
Double Bit 17 00
Broad Axes 56 00
No. 5 ..... 27 70
No. 6 ..... 30 00

BAR IRON
Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $9.50; machinery steel $8.00.
BARS, CROW, $9.00 per 100 lbs.

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10 per cent off list.
Extra, 30 per cent.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each $10 50

BOLTS
Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 7/16 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.
BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ¼ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2. $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0. $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c. per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c. per lb.
Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 63

DRILLS
See Eastern List.
Bit Stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 50/10%
Urie gauge 50/10%

EAVESTROUGH
Eavestrough, per 100 ft., 3 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ..... Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES
Price of "single"
Per 100 lbs. $3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70

Bell Face—

No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs., and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices
Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in. $8.00; 12 in., $10.50.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger, $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 49
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17.50
Lightning $17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75; 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 59
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 55

LATCHES—Thumb, Steel Doz.

103	2 00
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL Per gal.

Raw	$1 20
Boiled	1 23

HINGES—Net prices.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

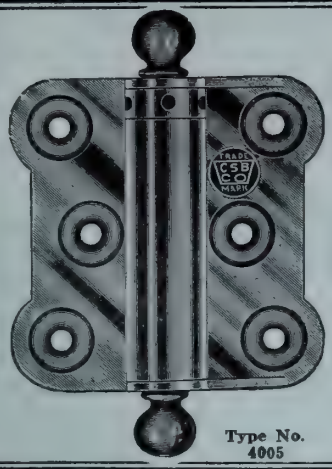
MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$9 75	$10 25	
Empress	11 50	12 25	
Daisy	6 75	7 00	7 25
K—3 blade	9 60	10 25	10 00
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; cut f. o. b. Winnipeg, $6.75.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4	.....	.....	7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75



Type No. 4005

TRADE **CHICAGO** MARK

SPRING HINGES

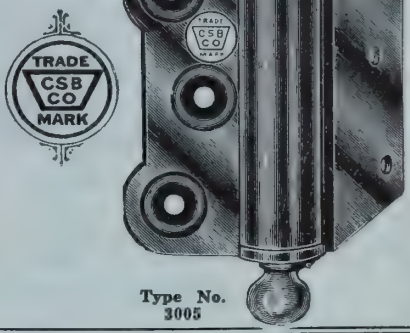
The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

Chicago Spring Hinge Co.

CHICAGO NEW YORK

Send for Catalogue M39



Type No. 3005

Maple Leaf Stitched Cotton Belting Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

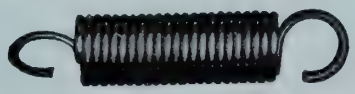
GLAZIERS' DIAMONDS
A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal.
Branches: Toronto and Vancouver.



THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

PRECISION SPRINGS





We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

WILKINSON—KOMPASS

OF HAMILTON LIMITED

TORONTO HAMILTON WINNIPEG

IRON AND STEEL HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

WOOD VINEGAR MEASURES and PUMPS

WALTER WOODS, LIMITED
HAMILTON-WINNIPEG

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY—

1 in. mesh x 24 in.	$ 5 60
30 in.	6 80
36 in.	8 00

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles, 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65

25% and 10%.

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED
(1 gallon can basis)

Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra color	2 40
Ramsay's, white	4 05
Do., colors	3 70
Dultone, white	3 70
Do., colors	3 60
Martin-Senour, white	4 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in.	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

18x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	**Doz.**
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each.; No. 4, $3.85 each.

PUTTY	
100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER	**B & A** Quire	Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 87½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent

SCYTHES—	**Doz.**
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D. H., Sqr. Pt. $12.25 per doz.; D.H., Rd., Pt. $12.25; L. H. Sq. Pt., $12.25; L. H. Rd. Pt., $12.25; Bulldog & Jones, D.H., Rd. Pt., $15.20; D.H., Sq. Pt, $15.20; L. H., Rd. Pt., $15.20; L.H., Sq. Pt., $15.20; Black Cat and Moose and Jones Scoops—No. 4, $17.85; No. 6, $18.65; No. 8, $19.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT

Pressed, ¼ in.; $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible ploy, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, 1-4, 5-16, $4.15 base. Round and equare, 3-8 to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 in. x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in. $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—

20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	2 15	4 10	....
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—	**Wood**	**Fibre**
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 88	18 00

TURPENTINE

$2.45 per gal.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply cones	0 54
Cotton, 3-ply balls	0 58
Cotton, 4-ply cones	0 58
Cotton, 4-ply balls	0 62

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 30 and 2½ per cent. off.

Premier, Canada, Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain 40 and 15 per cent. discount.

Stamped Ware, retinned, 40 and 7½ per cent. off.

Pieced Tinware, ordinary, list plus 37½ per cent.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Sheetiron Ware, list plus 25%.

Pieced Tinware, copper bottoms, list plus 45 per cent.

Light Galvanized Pails, plus 15 per cent.

Tubs—

Light, plus 15 per cent.

Heavy, plus 15 per cent.

Pails and Tubs, plus 15 per cent.

Jap. Coal Hods, list plus 50 per cent.

Galvanized Coal Hods, list plus 50 per cent.

WASHERS—

Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	1 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 20

WHITE

XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED

Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 6 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg, Glidden Cattle, 2 pt., $3.90, Winnipeg, Baker, 2 pt., $3.85, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70, No. 12, $4.90, coil spring, plain, Winnipeg, No. 9, $4.75, No. 12, $4.95.

WIRE CLOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William, Brass snare wire, per lb., 60c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—50% off list.

	Dozen— Black, N P
Always Ready	$3 75 $4 10
No. 1	5 25 5 50
No. 2	

WRINGERS, CLOTHES	**Doz.**
Regent	$69 00
New Era	76 50
Universal	49 50

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THERE are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg, Calgary and Vancouver.

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Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

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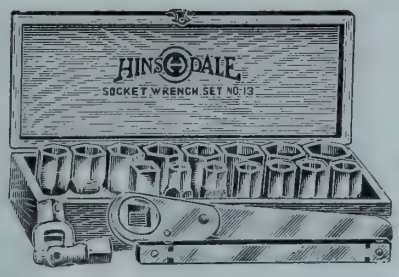
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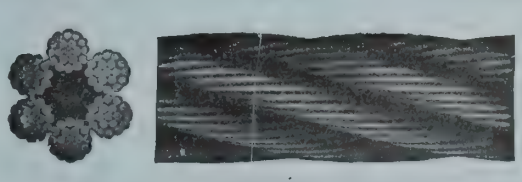
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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COAL OIL STOVES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que
Consumers Cordage Co., Montreal and Halifax
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

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Pridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd. Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co., Roxbury (Boston, Mass.)

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd Toronto, Ont.

DAMPERS, STOVE PIPE
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The Sheet Metal Products Co., of Canada, Ltd. Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

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Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co., of Canada, Ltd., Galt, Ont.

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Cameron & Co., Toronto.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co. Ltd., Guelph, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

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DRILLS
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N. Slater Co., Ltd., Hamilton, Ont.
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Canada Paint Co., Ltd., Montreal, Que.
The Imperial Varnish & Color Co., Ltd., Toronto.
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur Irwin, Ltd., Montreal, Que.

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Dominion Battery Co., Toronto, Ont.

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Geo. W. Reed & Co., Montreal, Que.
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Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

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The United Royalties Corp., New York, N.Y.

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
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Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Manchester, England.

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Geo. W. Reed & Co., Montreal, Que.
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E. T. Wright & Co., Ltd., Hamilton, Ont.

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The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products, Ltd., Renfrew, Ont.
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

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Sheet Metal Products Co. of Canada, Ltd., Toronto

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Parmenter & Bulloch Co., Ltd., Gananoque, Ont
Steel Co. of Canada Ltd., The, Hamilton, Ont.

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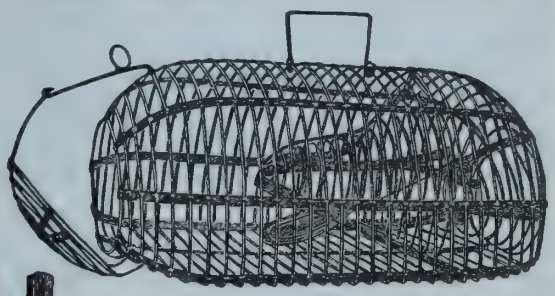
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Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
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Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

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The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

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Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.,
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor
Consolidated Plate Glass Co., Ltd., Toronto.

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Pilkington Bros. Limited, St. Catharines, Ont.

GLASS, FANCY
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GLASS, WINDOW PLATE, ORNAMENTAL
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.

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GLUE, SHEET AND GROUNDS
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Savage Arms Corporation, Utica, N. Y.
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Godell-Pratt Co., Greenfield, Mass.
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L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
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Brown & Sharpe Mfg. Co., Providence, R. I.
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
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Millers Falls Company, Millers Falls, Mass.

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St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Quality Tool Works, Ltd., Montreal, Que.
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N. Slater Co., Ltd., Hamilton, Ont.

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Hamilton Stove & Heater Co., Hamilton, Ont.
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Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

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The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Chicago Spring Hinge Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

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J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

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W. Walker & Son, Ltd., Toronto.

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Millers Falls Company, Millers Falls, Mass.
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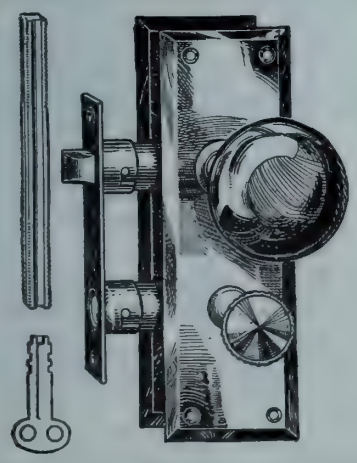
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Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.
SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
SASH CORD
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Son, Ltd., Toronto, Ont.
Hamilton Cotton Co., Ltd., Hamilton, Ont.
SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
SAWSET
Shurley-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, ua.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.
SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal.
SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc., Irvington N. J.
SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.
SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton.
SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
J. Wiss & Sons Co., Newark, N. J.
SHEET METAL STAMPING
N. Slater Manufacturing Co., Ltd., Hamilton, Ont.
SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto, Ont.
SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont
SHOW CASES
Cameron & Co., Toronto, Ont.
SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
SHOVELS, SNOW
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products, Co., of Canada, Limited Toronto, Ont.

THE BUYERS' GUIDE

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.
SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.
SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
SIZE AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SKI
The Northland Ski Mfg. Co., St. Paul, Minn.
SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.
SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.
SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que.
SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J.
SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.
SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.
SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.
SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.
SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill
SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.
SOAP DISHES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.
SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
SPOKE SHAVES
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.
SPORTING GOODS
The Walter Rentley Co., Ltd., Niagara Falls, Ont.
The A. J. Reach Co., of Canada, Ltd., Brantford, Ont.
SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.
A. J. Reach & Co., Ltd., Brantford, Ont.
SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.
SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal, Que.
SPRING AND WIRE COILING MACHINERY
Barnes, The Wallace Co., Ltd., Hamilton.
SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—FLAT COILED AND FLAT STEEL.
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—COMPRESSION, EXTENSION, TOR-
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont.
STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto, Ont.
Martin-Senour Co., Ltd., Montreal, Que.
McArthur-Irwin, Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto, Ont.
A. Ramsay & Sons Co., Montreal.
Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.
STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
A. Ramsay & Son Co., Ltd., Montreal.
STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.
STAMPINGS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont.
Western Wire & Nail Co., London.
STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.
STEEL CLOTH
John W. Gottschalk, Philadelphia, Pa.
STEEL REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.
STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.
STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.
STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.
STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York
STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
STEEL:—FLAT ANNEALED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—FLAT TEMPERED CLOCK SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEEL:—CRUCIBLE SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.
STRAPPING, BOX
The Cary Mfg. Co., Brooklyn, N. Y.
STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont
STOVE SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Chas. Fawcett, Ltd., Sackville, N.B.
The Gurney Foundry Co., Toronto, Ont.
Hamilton Stove & Heater Co., Hamilton, Ont.
Lamarre & Co., Ltd., St. Remi, Que.
McClary Mfg., Ltd., London, Ont.
STOVES, ELECTRIC
Canadian estinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.
STOVES, OIL
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
The Standard Meter Co., Limited.
STOVES, PICNIC COAL OI
The Standard Meter Co., Limited.
STOVE PIPES
Thos. Davidson Mfg., Co., Ltd., Montreal.
Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
E. T. Wright & Co., Ltd., Hamilton, Ont.
STORE FIXTURES
Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.
TINWARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited Toronto.
E. T. Wright Co., Limited, Hamilton, Ont.
TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St Paul, Minn.
TORCHES, GASOLENE AND ACCESSORIES
Clayton & Lambert Mfg. Co., Detroit, Mich.
TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
Standard Meter Co., Ltd., Toronto.
TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Hurtubise, Limited, Montreal
Jardine & Co., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, BLACKSMITHS'
Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, HARVEST
F. E. Myers, & Bro., Ashland, O.
TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.
TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
TOOLS, SMALL
Smith & Hemenway Co., Inc., Irvington, N. J.
The Quality Too Works, Limited, Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
TOYS
Canadian Toys, Limited, Hamilton, Ont.
American Flyer Mfg. Co., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.
TRAMMEL POINTS
Stanley Works, New Britain, Conn.
TRAPS, RAT
The MacDonald Wire Goods Mfg. Co., Regd.,
TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.
TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.
TUBS
Wm. Cane & Sons Co., Newmarket.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
TURPENTINE
Brown Corp., Quebec.
TWINES
Consumers, Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods, Ltd., Hamilton.
VACUUM BOTTLES
Aluminum Specialty Co., Toronto.
Hurtubise, Limited, Montreal.
VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hoover Suction Sweeper Co. of Canada, Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
VALVES, RADIATOR AND AIR, IRON BODY COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., td., Montreal, Que.
VALVE SPRINGS
Barnes, The Wallace Co., Ltd. Hamilton, Ont.
VARNISHES, AUTO, COACH, HOUSE, MARINE
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Toronto.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
VENTILATORS
McFarlane Douglas Co., Limited, Oshawa, Ont.
Wheeler & Baln, Limited, Toronto, Ont.
VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.
WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.
WASHERS:—LOCK,
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.
WASHERS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
London Rolling Mill Co., Ltd., London, Ont.
N. Slater Mfg. Co., Ltd., Hamilton, Ont.
Smith & Hemmenway Co., Inc., Irvington, N.J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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WASHING MACHINES, ELECTRIC, HAND AND POWER
J. H. Connor & Son, Limited, Ottawa, Ont.
Maxwells, Ltd., St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WASTE, COTTON
Wilkinson & Kompass, Hamilton

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

WASH TUBS
Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WATER SYSTEMS
F. E. Myer & Bro., Ashland, Ohio.

WEATHERSTRIP
Frost King Weatherstrip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
H. S. Howland Sons & Co., Toronto.
Hurtubise, Limited, Montreal.
Rice Lewis, Limited, Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Wsetern Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
British Empire Steel Corp., Ltd., Montreal.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
British Empire Steel Corp., Ltd., Montreal.
New Brunswick Wire Fence Co., Ltd., St. John, N. B.
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Maritime Nail Co., Ltd., St. John, N. E

WIRE, COPPER AND BRASS, FINE AND HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE ROPE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE, TINNED
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE—MUSIC, PHOSPHOR BRONZE, SPRING
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIRE SHAPES, SPECIAL
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., London, Ont
Dennis Wire and Iron Works Co., Ltd., London, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

WRAPPING PAPER
Walter Woods, Ltd., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemmenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N. Y.
The Gray Ball Bearing Co., Toronto, Ont.
Smith & Hemenway Co., Ltd., Toronto.
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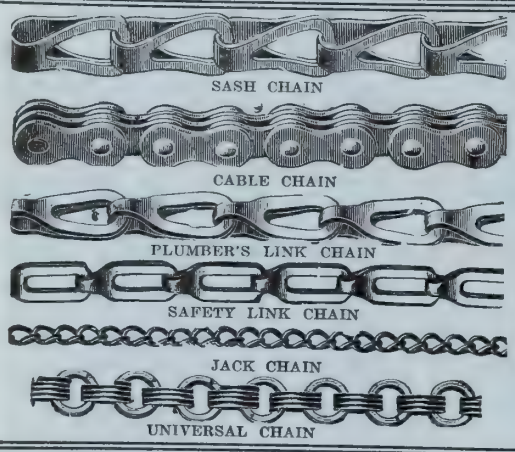
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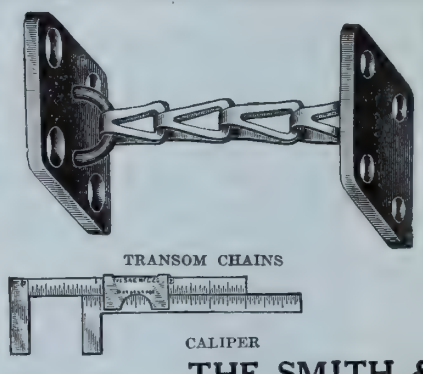
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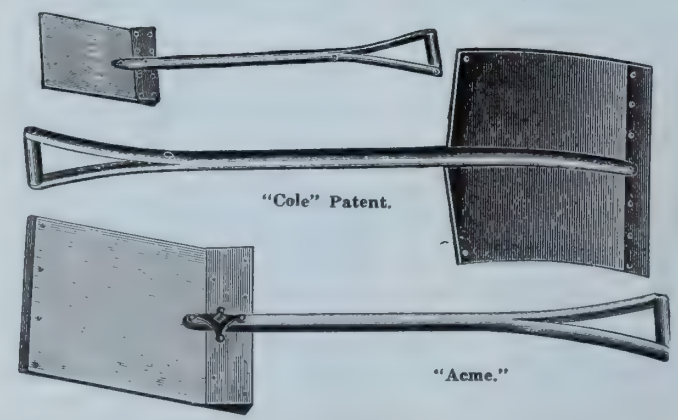








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Superior Snow Shovels

Our "Cole" Patent shovel has a broad curved basswood blade, with sides reinforced with iron plate, steel tips, and wood or iron D grips. For shovelling off sidewalks and light snow they give particularly good satisfaction.

Our "Acme" shovel has lightness and strength so combined as to make it most serviceable for all uses. Basswood blade, steel tips, wood D handle and varnished. It cannot be beaten for stable use, shovelling snow, etc.

No. 66 is our kiddies' shovel.

Rugg Ball Mfg. Co. Ltd.,
Ayer's Cliff, Que.

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The Office Manager.



The Home Owner.

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Office Managers responsible for the efficiency of large offices, housewives who move daily thousands of poorly castered beds, heads of families who every evening rumple rugs and mar floors moving easy chairs nearer reading lamps: these and many others are all prospects for BASSICK CASTERS.

Your community is made up of such people. Every one of them will buy BASSICK Casters once they learn the saving in energy and money which they make possible.

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Name .....

Address .....

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WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

WANTED

HARDWARE SALESMAN BY MARCH 1st, TO take charge of Hardware and Harness Department of a business handling Hardware and Implements. Must be capable of increasing sales. Could invest One or Two Thousand Dollars in business if services are satisfactory. Please state qualifications, references, age, married or single and salary expected. Application absolutely confidential. A. M. Nairn Hardware Co., Ltd., Wapella, Sask.

HARDWARE TRAVELLERS COVERING Northern and Western Ontario districts. Must have established connection. State full experience. Replies strictly confidential. Box 928, Hardware & Metal, Toronto.

TO PURCHASE—HARDWARE BUSINESS IN Ontario, eight to twelve thousand dollars stock. Particulars in first letter. Apply Box 933, Hardware & Metal, Toronto.

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HARDWARE EXECUTIVE—MARRIED, TWENty-nine years old, nine years' experience, desires position with progressive firm. Apply Box 932, Hardware & Metal, Toronto.

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TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. Inside dimensions and prices are as follows: 15" deep, 2 ft. 5" wide, 3 ft. 11½" high, fitted with built-in- compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 702, Hardware and Metal, Toronto.

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10,000 Gallons Capacity.

This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply MR. VOGAN, The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Adelaide, 5740.

HARDWARE CLERK, FIVE OR SIX YEARS' experience, to take charge of wholesale order department. State full experience. Box 929, Hardware & Metal, Toronto.

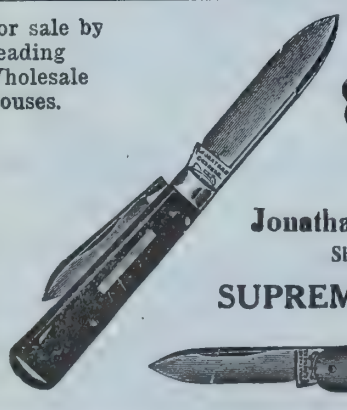
ADDRESSING MACHINE FOR SALE

We have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We have placed an attractive price on this outfit, and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ontario.

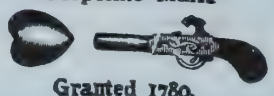
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NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

For sale by Leading Wholesale Houses.



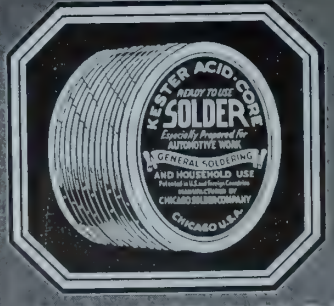
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Jonathan Crookes & Son
Sheffield, England
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Sample for Test Upon Request

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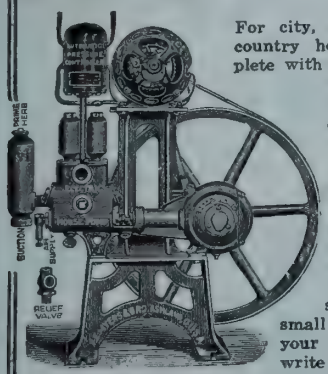
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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MYERS Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

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The Aluminum bait that lands the game fish when all others fail. Write us for literature and best dealers' prices.

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Gray's "Genuine British Marine Babbitt" Grades Nos. 1, 2 and 3. Guaranteed to be best known metal for all kinds of high speed and heavy bearings. Enquiries solicited, order a sample shipment.

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Quality Tacks of All Kinds

Representatives:
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Cattle Ear Tags and Buttons, prices according to amount of orinting required. Catalogue Free

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AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.

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This is the strongest and cleanest toilet seat made. There are no cracks—made of 7 and 9-ply, air-seasoned wood veneer, held together by our special wood cement.

These seats are proof against heat, cold or dampness—will never crack, warp or split. They cost no more than the so-called "cheaper" toilet seats, and always bring repeat business.

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CANADIAN VENEERING CO., INC.
ACTON VALE, QUE.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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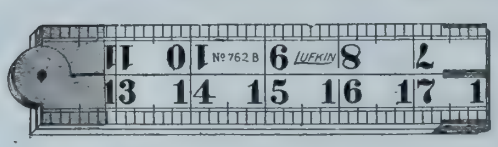


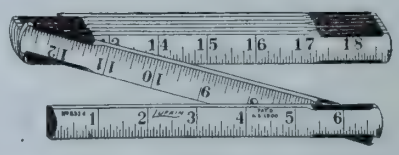
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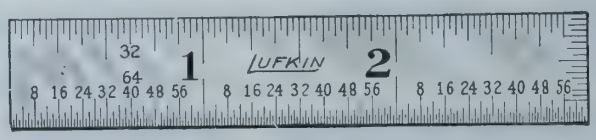
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RELIABLE PROGRESSIVE LINES

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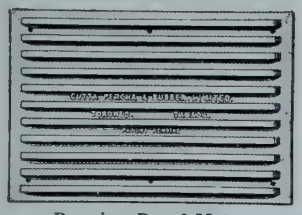


THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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AUTOMOTIVE EQUIPMENT

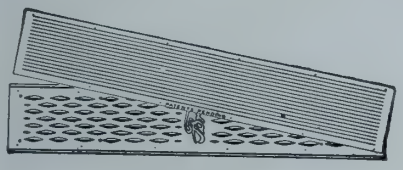


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Rubber-Headed Mallets.



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Branches in All Leading Cities of Canada



Good people all—Good people all;
My wishes best I sing you.
That Christmas Day in every way
A thousand joys will bring you.

Save the surface and you save all

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ESTABLISHED 1842 MONTREAL

PUBLISHED EVERY ... SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 52 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | December 30, 1922



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Fire Insurance Protection At Unequalled Cost!

¶ We announce the continuance for 1923 of our 50% Dividend to Hardware and Implement Dealers.

¶ This makes the 16th consecutive year our Hardware Companies have charged board rates and refunded one half the Premium at the expiration of each policy.

Canadian Premiums written 1922 -	Over $	300,000.00
Insurance in force in Canada - - -	"	12,500,000.00
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Insurance in force (Canada & U.S.) - -	"	280,000,000.00

Safety	Saving	Service
Surplus over $2,000,000	50%	An efficient field force

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The Canadian Hardware and Implement Underwriters

Official Insurance connection for Ontario Retail Hardware Association.
Endorsed by every Hardware and Implement Association in United States.

C. L. Clark, Manager

802 Confederation Life Building, Winnipeg

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Ninety-four New Lines Added to Lumino Ware in the Past Year







A year ago SMP Lumino (Pure Aluminum) Ware consisted of seventeen lines. In the past year Lumino has grown steadily. To-day it embraces one hundred and eleven lines in all sizes and styles, an increase in one year of ninety-four lines.

Lumino Ware is a good seller. One of the most successful introduced in some years. A profit builder for hardware merchants.

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Our entire interest in manufacturing enameled ware, aluminum ware, retinned ware, copper ware, etc., lies in seeing that the utensils are the best of their kind. Years of thought and experience in catering to the kitchen utensil needs of the Canadian housewife have been put into the manufacture of "Lumino Ware." The SMP trade mark appears on each article.

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SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

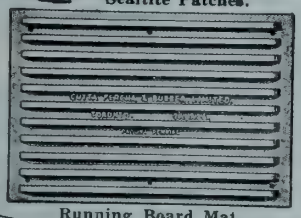
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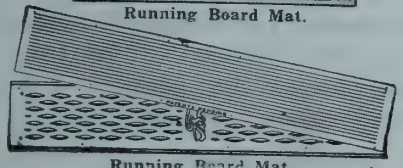
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GUTTA PERCHA
AUTOMOTIVE EQUIPMENT



Sealtite Patches.


Running Board Mat.


Running Board Mat.


Rubber-Headed Mallets.

Running Board Mats

Radiator Hose

Rubber Headed Mallets

Blow-out Patches

Sealtite Patches

Floor Mats

Gasoline Hose

Pedal Rubbers

Wind-proof Mats
(for Fords)

In Models for Sedan, Touring and Coupé Bodies.

Quality All Through

Gutta Percha & Rubber, Limited
HEAD OFFICES AND FACTORIES, TORONTO
Branches in All Leading Cities of Canada

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In your kitchen tonight

YOU know the part "Armco" Ingot Iron plays in building construction, but do you know the part it plays in preparing your evening meal?

In your kitchen, as baking *pans* and as a *gas range,* "Armco" Ingot Iron cooks the food. As a huge *gas holder* it supplies fuel to the range. After supper "Armco" Ingot Iron continues to work for you.

Down in the cellar as a *gas water-heater* it heats the water for your wife. She places the dishes in an *electric dish-washer* made of "Armco" Ingot Iron, or else washes them in an *enameled sink.* She places them to drain on a *porcelain-top table* or on the *enameled lids of the wash tubs.* She throws the supper refuse into a *galvanized garbage pail,* and places the left-overs in the *refrigerator.*

Of course, these are only a few isolated instances of "Armco" Ingot Iron's wide use. It has hundreds of other uses, not only in the home but also in almost every industry. This widespread familiarity with "Armco" Ingot Iron on the part of the public is a big asset to you.

Everyone likes to buy what is universally used, and "Armco" Ingot Iron has practically a universal use in some form or other. There is a reason for this, naturally. It lies in the superiority of this metal over other iron and steel. "Armco" Ingot Iron is a specialty product that performs a special job in its resistance to rust.

The countless people who know the little "Armco" triangle and who have experienced this metal's long life in some product or other, are quick to appreciate its rust-resisting qualities in the sheets you use.

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

ARMCO

TRADE MARK

INGOT IRON

Resists Rust

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CRANE

RENEWABLE DISC GLOBE & ANGLE VALVES

UNION BONNET

For use in Plants where continuous service is required and where discs must be changed quickly without injury to the valve.

Made in Sizes $\frac{1}{4}$ to 3 inch.

FOR STEAM WORKING PRESSURE UP TO 150 LBS.

Steam Working Pressure Cast on Valve. Body, Bonnet, Stem, Disc Holder and Gland made of Brass. Wheel, Stuffing Box Nut and Union Bonnet Ring, made of Malleable Iron, which is Stronger, Stiffer and Tougher than any Brass, an essential Feature when considering the rough treatment these parts receive.

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MONTREAL

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LIMITED

Head Office and Warehouse:
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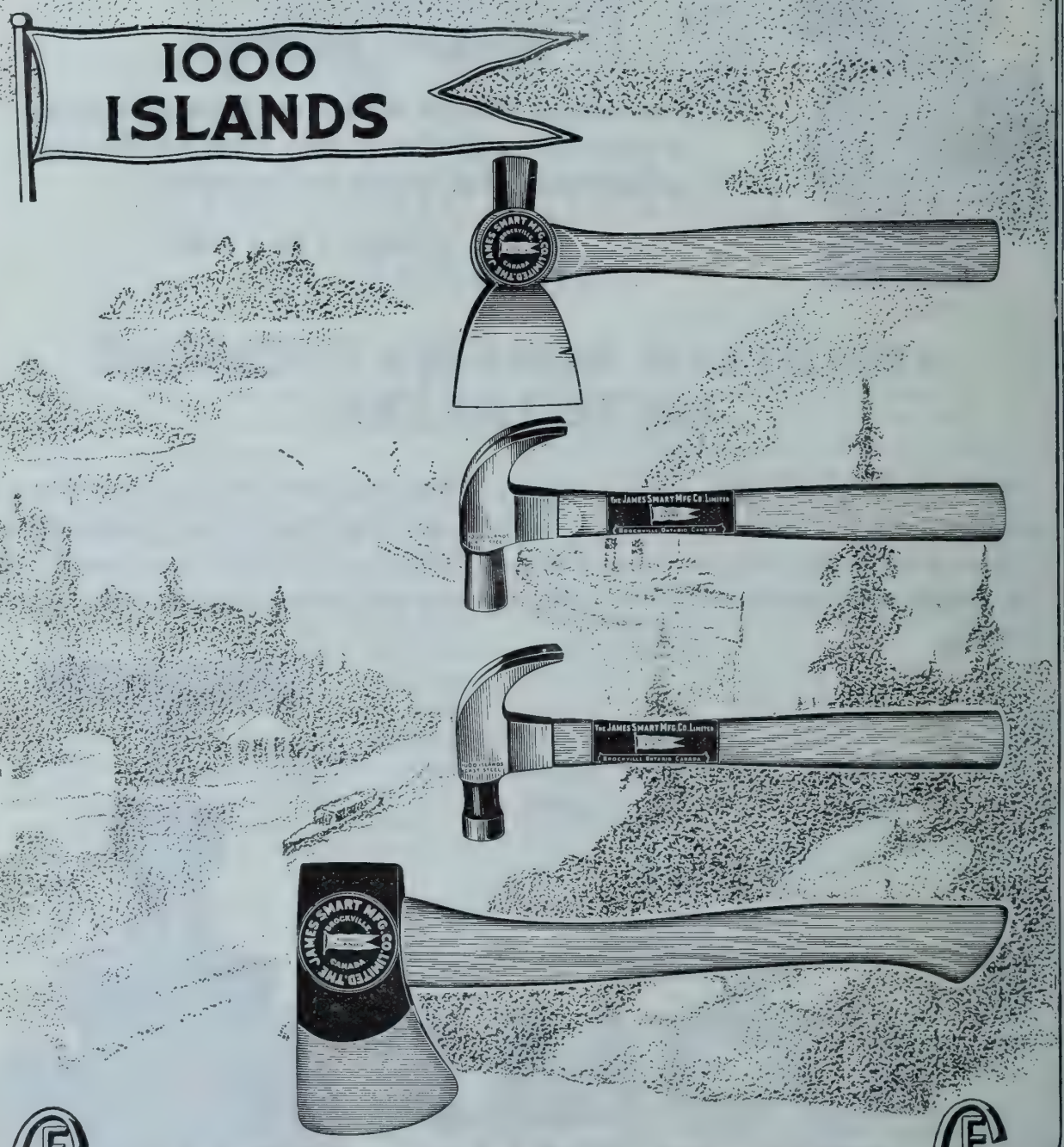
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CANADA

FOUNDRIES & FORGINGS

LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

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Bring Them to Your Store

File users will come to your store for files when they know that you stock one of these five standard brands.

That means they will probably buy other things at your store.

To stock standard brands is to get the reputation for handling first class goods. Those who come to buy these standard brands will have faith in the quality of other merchandise about which they know less.

Where files are concerned, ask your jobber for one of these standard brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Standard for over Fifty Years

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO



Can You Conscientiously Recommend Ordinary Solder—



to the novice who knows little or nothing about fluxing? *Of course not!* But unhesitatingly you can say, here is Kester Acid Core Wire Solder—it requires only heat.

And then you know when *that* customer walks out, either he or she will be perfectly satisfied with the results of Kester Solder.

In this way you have made not only a *quick, profitable sale,* but you have built something far more valuable—*confidence,* in you and your recommendations.

The experienced mechanic, too, is a repeat buyer of Kester Solder, because he has already found that the self-fluxing feature of Kester saves him hours of valuable time and permits cleaner and more substantial work with less effort.

A growing demand for Kester Acid Core Wire Solder is being constantly stimulated by our intensive advertising, and live dealers everywhere are stocking this fast-moving item and enjoying a splendid return on their time and money.



KESTER
***Acid Core* WIRE SOLDER**
REQUIRES ONLY HEAT

SAMPLE FREE

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave., Chicago, Ill.

H & M
12-30-22

Please send me a sample of Kester Acid Core Solder, no charges, postage prepaid.

Name_____

Address_____

Supply House_____

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Home in Kingston roofed with Brantford Asphalt Slates.

Brantford Asphalt Roofing

Beauty, economy, fire-resistance, durability—there are so many points of superiority to Brantford Asphalt Slates that no thoughtful builder will use any other material once he knows them.

This company is spending thousands of dollars every year telling the people the advantages of Brantford Roofing Products. Your customers know a lot about them. Are you displaying them in your store and suggesting them and so reaping the benefit of this publicity?

Brantford Roofing Co., Limited

Head Office and Factory - Brantford, Canada

Branches at Toronto, Montreal, Winnipeg & Vancouver

Just the Thing—

Two Pound Cake for the Hardware Trade

Put up in packages *ready to hand out*

HARRIS HEAVY PRESSURE

The Copper Coated Cake



Wrapped

The best BABBITT for all Machinery Bearings

The most Economical and Convenient.

Order from your Jobber



Un-wrapped

THE CANADA METAL CO. Limited - - TORONTO

Winnipeg Montreal Vancouver Hamilton

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The Gillette year never ends



Says the Wise Old Owl

Years may come
and years may go-
Gillette goes
on for ever.



We have called the Gillette sales "Sales with Tails."

A Gillette sale never ends.

A Gillette year never ends.

For Gillette dealers 1922 will be wagging its tail for years to come.

Every package of blades, every lather brush or other shaving accessory that you sell in 1923, to 1922 purchasers of Gillette razors, rightfully belongs to 1922. They are the wagging of its tail.

The sales with tails
Are the sales that count —
A hammer sells nails
And the two sales mount.
A brush sells paint
And I make two trades —
But, best of all,
The Gillette sells blades.

What shall you push during 1923?

What most deserves that odd ounce of selling effort that is yours alone to give?

It is the Gillette Safety Razor.

On Gillette and 1923, you can build a bigger 1924—on 1924, a bigger 1925.

The Gillette Safety Razors are natural business builders.

Every boost you give them they can live up to and return in kind.

Make 1924 your biggest Gillette year yet!

"Gillette Sales 100% Better—
I Pushed Harder"
writes one enthusiastic dealer

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In any language and in every shop



Starrett Means Accuracy



Starrett Signifie Exactitude



Starrett Ένωετ Ἀυρίβεια



Starrett Significo Exactitud



Starrett Meint Genauigkeit

Write for Catalog No. 22M.A. and the Supplement describing the new Starrett Tools

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

4615

Sell Starrett Tools



Anticipate Your Customers' Needs

The store man that anticipates the want of his every customer soon builds for himself a reputation worth having. When customers know that you have the goods that should be found in a well-ordered hardware store they make that place their headquarters.

Your Builders' Hardware Department should have Dominion Decorative Wall Burlap as a regular line

Every new builder, and every person repairing or rebuilding, needs, and can use Burlap. For dados in kitchen, hall, pantry, dining and living-room —for store or office, it fills a real need.

Buy a small stock, display it well, advertise it, and add to your profits.

Dominion Oilcloth & Linoleum Company, Limited

MONTREAL

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STEEL AND IRON PRODUCTS
OF EVERY DESCRIPTION

HAMILTON PIG IRON
Machine Cast

BASIC MALLEABLE FOUNDRY

STEEL AND IRON BARS, OPEN HEARTH STEEL SHEETS,
RAILROAD TRACK MATERIAL, WROUGHT PIPE, FORGINGS,
SCREWS, NAILS, BOLTS, NUTS, RIVETS, BURRS,
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PLOW BEAMS
ANGLES
HORSESHOES

CARRIAGE AND
AUTOMOBILE
HARDWARE

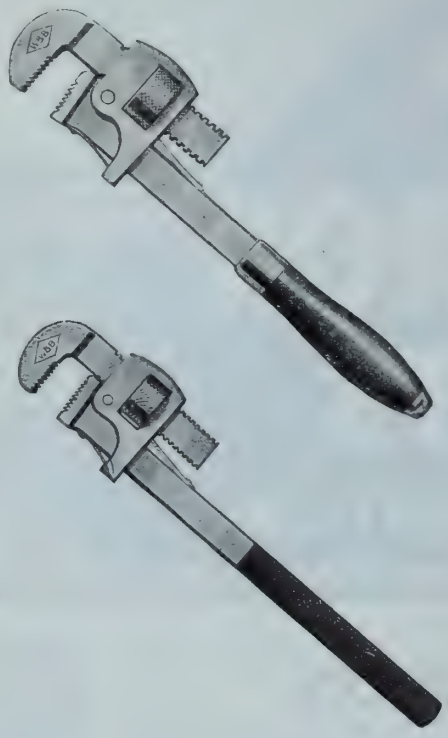
THE STEEL COMPANY OF CANADA LIMITED

SALES OFFICES
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TORONTO
VANCOUVER
HALIFAX

SALES OFFICES
MONTREAL
WINNIPEG
VICTORIA
ST. JOHN

GENERAL OFFICES -
HAMILTON MONTREAL

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WILLIAMS' STILLSON
PIPE WRENCHES

Grip pipe and fittings positively and instantly, yet release readily. They do not slip and neither do they crush nor lock on the pipe. The bar and jaw, drop-forged from a specially selected grade of steel, are hardened and tempered; the adjusting nut is of wrought steel, case-hardened. Unconditionally guaranteed against defective workmanship and material.

Wood and Steel Handle Patterns
8 sizes—6 to 48 inches.

J. H. WILLIAMS & CO., Limited
"The Wrench People"

30 Thorold Road **St. Catharines, Ont.**

"YANKEE"
PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse. You have our guarantee.



They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.
Canadian Sales Office: Adcock & Co., Ltd., Montreal, Que.

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A PIECE OF TABLE-WARE

may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware & Metal is verified by the A.B.C. Hardware & Metal is the only exclusive hardware publication in Canada that will supply an A.B.C. Audit.

SPRING SHACKLE BOLTS



The No. 110 Bolt is designed for use with either oil or grease as the lubricant; the head is tapped for ⅛ in. pipe thread or can be fitted with an oil cup, a grease cup or the fittings of any high pressure lubricating system. Made in all sizes from the best low carbon steel, carefully heat treated and accurately ground to size.

DOWEL PINS



For patterns. Made from brass in six sizes. The ratchet thread allows them to be readily screwed or driven into position.

Write for catalog and prices covering our complete line of oil cups, grease cups, etc.

The No. 112 Bolt is designed for grease lubrication; it is fitted with a plain cap having a simple, but effective locking device which prevents the cap from jarring loose; by turning down the cap grease is forced in as with an ordinary grease cup. Made in all sizes from the best low carbon steel, carefully heat treated and accurately ground to size.



No. 110 **CANADIAN WINKLEY COMPANY, LTD. - WINDSOR, ONTARIO** No. 112



THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur.

Display Snaths for Early Sales

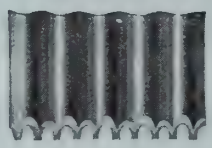
Book your Snath stock early. Have Snaths on display in your windows to catch the earliest sales. Talk Snaths, advertise and push them right up to the season's end.

Snaths are a profitable line to sell. Keep them moving; they pay you in sales. Don't give them a chance to stay in the store. Write your jobber.

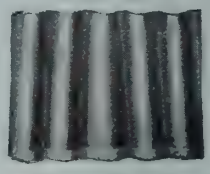
Dominion Snath Co., Limited

Waterville, Quebec

CARY'S
Corrugated Fasteners



"SAW EDGE"



"PLAIN EDGE"

We are the exclusive manufacturers and sole owners of patents, method and machines for manufacturing a saw edge fastener with a **continuous cutting edge.** Compare with other makes. There is a difference. Users prefer them. Packed in tin containers, 500 and 1,000 each. **Write for samples and trade discounts.**

CARY'S
Box Corner Fasteners



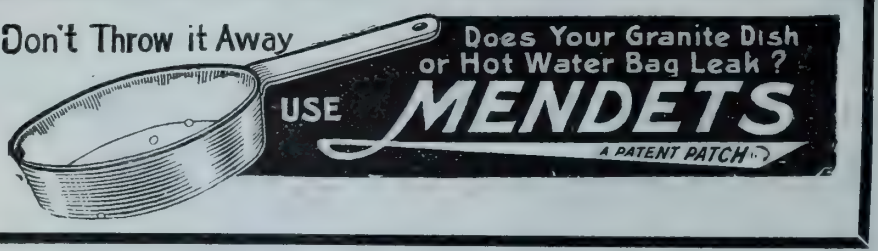
THIS IS OUR "TEETH" STYLE.

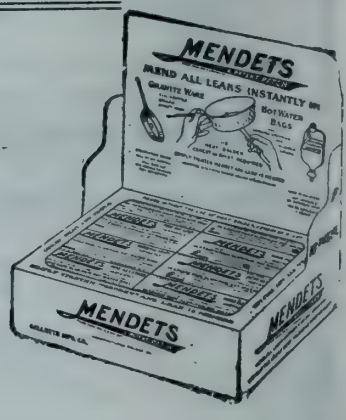
Our box corner fasteners are made from a special hot rolled steel, which enables our fasteners to be bent over corners of cases without fracturing. Our fasteners are made in various styles, and in eight sizes.

Samples upon request.

CARY MFG. CO.,

Manhattan Bridge Plaza,
BROOKLYN, NEW YORK





Be sure to keep this attractive Mendet Display Case where your customers can see it. These handy, inexpensive little patches mend all leaks instantly. Display them — recommend them — sell them; they bring you a generous profit.

Collette Mfg. Company, Collingwood, Ont.

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First quality has always been the outstanding feature of Duro Aluminum Ware.

Every article is made of 99% pure aluminum and fashioned with a care and skill which assures that it is absolutely flawless. It is a well finished piece of kitchen ware which can be depended upon to attract customers to your store.

The Duro company will continue in the years to come this First Quality policy which they have found so successful in the past.

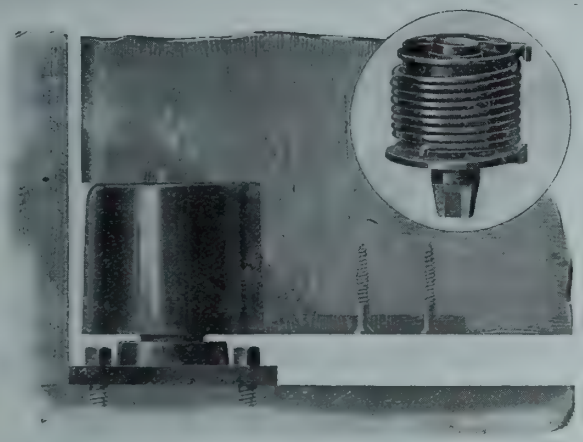
"Duro Aluminum, the dependable line"

MADE IN CANADA

DURO ALUMINUM, LTD., Hamilton, Ontario

Represented by

A. T. Chambers, Vancouver.
A. F. Burns, Hamilton.
L. T. Walls Sales, Ltd., Winnipeg, Man.
R. H. Paterson, St. John, N.B.
J. Preston, 284 Beaver Hall Hill, Montreal, Que.



A Hinge for Heavy Doors

Cure factory doors of hinge trouble. This No. 1,700 Matchless Floor Spring Hinge is just the thing for doors 2¼ in. and more thick. May be set at closed or 90 degree positions. Write for catalog, prices and terms.

Canadian Representatives for Quebec, Ontario and Maritime Provinces:
SMITH-STEWART CO.,
London Loan Bldg., London Ont.

LAWSON

MANUFACTURING COMPANY
230 W. Superior Street, Chicago, Ill.

Get the BAR IRON that WILL SATISFY *YOUR CUSTOMERS*

and assure you of their continued orders.

LONDON BAR IRON

is known amongst Blacksmiths and the Implement Men for its easy working and welding at the Forge.



LONDON ROLLING MILL Co. Ltd.
LONDON, CANADA

Sales Agents Bissett & Webb Ltd.
Winnipeg

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Prosperity Insurance for Horse Owners



"WOOLTEX"

Sweat Pads

Sell Because They Pay for Themselves

Your horse-owning customers can take out an insurance policy on their lives or property, but the nearest they can come to insuring prosperity is to use "Wooltex" Sweat Pads. With this cushion-like protection horses keep fit and earn money. Thus "Wooltex" Sweat Pads pay for themselves many times over. These efficient, reliable pads are absorbent, and durable because they are made with an exceptionally generous mixture of real hair and genuine wool. The result is the most perfect combination known of Sanitary Woolfelt.

Ask Your Jobber or Write Us

SAMUEL TREES & CO.

Limited

42 Wellington Street, East

Toronto, Canada

TREES, SPRIGGS CO., Limited

Winnipeg



PRECISION SPRINGS



We also carry for immediate delivery a large stock of Flat Annealed and Tempered Spring Steel of the best quality; also Phosphor Bronze, Music, Brass and Tempered Wire, ranging in size from .004″ to .500″.

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)

Diamond King (glass) **Western King (enamel)**
Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket - - Ontario

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VERIBEST ALUMINUM WARE MADE IN CANADA



No. 90. TEA POT.

MAKE EVERY MONTH A VERIBEST MONTH

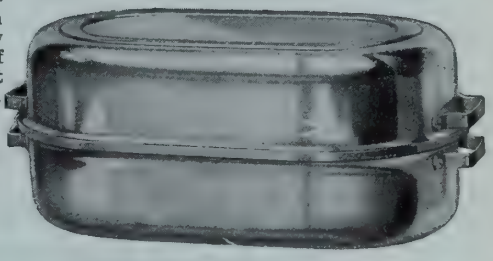


No. 75. CEREAL COOKER.

This attractive ware, so acceptable for gifts, is equally saleable throughout the entire year; and many women who received VERIBEST as holiday gifts will be anxious to buy more if you will do your part by keeping it prominently before them at all times.

VERIBEST

Aluminum Co., of Canada
TORONTO, ONT.



No. 42. OVAL ROASTER.



It Cleans Drains Clean Desolvo

Just mix Desolvo with cold water and let it filter down the pipe. It generates a heat that quickly removes any stoppage, whether of clogged sewage or of ice.

Its use saves the annoyance and expense of torn up floors and lawns.

Every household needs Desolvo.

Order from your jobber

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Western Canada Representatives: **N. D. McPhail & Co.**, 528 Standard Bank Bldg., Vancouver, B.C.
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Made in Canada

and represent **the best** in padlocks. Constructed strongly to give protection



"Canada" and "Victory"

Padlocks will give your customers more satisfaction.

Made specially for Canadians.

Carried in stock by all the leading jobbers.

C. O. CLARK & BRO.

Montreal, Que.

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WOSTENHOLM'S

CELEBRATED I·XL CUTLERY



2000

Gold etched—fully concaved—is guaranteed to satisfy the man who shaves himself as well as for the professional barber.



1000

Gold etched — fully concaved — double shoulder and gimped tang. It is a high grade razor of exceptional value.

I-XL Cutlery is made in Sheffield from the very finest of English Steel. Every piece is fully warranted. Only the most skilled labor is employed.

All leading Jobbing Houses carry a most complete line of this cutlery in all new and up-to-date patterns.

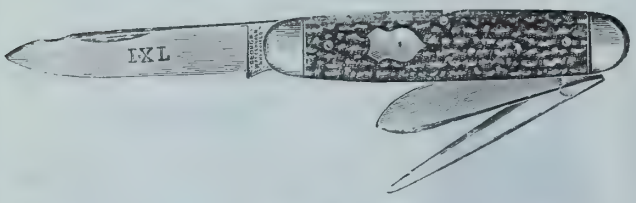
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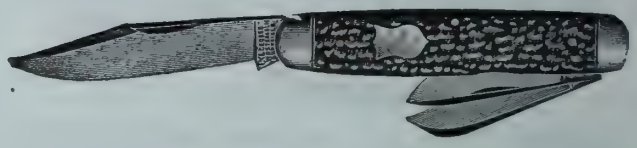
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1975



1971C



292



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Assortment of popular patterns—Pockets, Razors, Stainless Steel Table Cutlery and Butcher Knives carried in stock at Montreal

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations - *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV DECEMBER 30, 1922 No. 52

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Go after Quick-Lite lamp business with greater vim in 1923.

With conditions stabilizing and prospects bright for the best year's business since war time, there will be a wonderful opportunity for you to sell these profit making lamps and lanterns.

Every farm in your district should have one or more Quick-Lite Lamps.

If you display these Quick-Lite Lamps and tell your customers of their all-around utility, their positive safety and their unequalled brilliance, sales cannot help but follow.

Your jobber is ready for your order; or a line to us will bring you our latest catalogue, price list and selling helps.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Department T-22 Toronto, Canada

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV. TORONTO, DECEMBER 30, 1922 No. 52

Tax Counter Checks Marked "Paid"

Customs and Excise Official Points out Some Technicalities in Receipt Tax Regulations—Cash Register Manufacturer Advises Striking Words "This is a Receipt" off Printing Machinery—Would Not Use Post Cards for Receipts

MANY QUESTIONS are likely to be raised by the trade in connection with the application of the receipt tax, effective from January 1 next, as outlined fully in last week's issue of Hardware and Metal. While some of the regulations are sufficiently clear, there are others which may be misconstrued. Discussing the subject with an official of the Toronto Department of Customs and Excise and some manufacturers, Hardware and Metal secured some information which may assist in dealing with this subject, though no detailed rulings have been issued as yet and it is stated that none are likely to be issued from Ottawa until after the receipt tax has been made effective and specific complaints are brought to the attention of the authorities.

The chief division of opinion seems to be in connection with the provision which states "Counter sales slips and cash register tickets are not taxable, provided no words implying or stating acknowledgment of the receipt or the payment of money appear thereon." Some retailers have enquired if a cash register slip or counter check showing the amount involved is to be classed as a receipt for taxation purposes. A. E. McLean, sales manager of the National Cash Register Co., Toronto branch, stated to Hardware and Metal that on a great many cash register slips the words are printed, "This is a receipt." With these words the cash register check constitutes a receipt and is, therefore, subject to tax on amounts of $10 and over. In this connection, Mr. McLean stated: "We will have these words eliminated on new machines. Merchants are well advised to have this change made in their machines at once, as it is an easy operation and will save them much trouble. Some of the large department stores have already done so, anticipating that the check handed out from the cash register with these words on it would be subject to tax."

The official of the Department of Customs and Excise confirmed the foregoing concerning cash register slips. He gave it as his opinion that where a counter check is issued and the merchant marks the word "paid" on it that it constitutes a receipt and is subject to tax. It was pointed out that frequently merchants used the word "paid" on such checks and sometimes followed it with their initials. It was not thought that this would be a serious tax insofar as counter sales were concerned because very few customers asked for a signed receipt on a cash sale. Where it would be felt more would be on C. O. D. orders. Discussing this angle of the subject, it was pointed out that while the customer purchasing goods and paying cash over the counter would not necessarily require a signed receipt, that the customer ordering goods over the telephone on a C. O. D. basis would rather hesitate to pay any considerable sum of money to a delivery boy without receiving a receipt which would be an adequate acknowledgment of the money paid. The possession of the parcel might be taken as sufficient evidence of the money paid in some cases but it would constitute a practice which would be open to abuse. Of course, the customer could be accorded the alternative of running an account for such orders, but this is undesirable to retailers. Generally speaking, it was thought the tendency would be for retailers to encourage more cash business so as to keep down the number of accounts over $10 and to eliminate as many C. O. D. orders as possible so as to keep down the number of tax stamps they would be compelled to use.

It was the opinion of this official that the ordinary counter check showing goods purchased and amount, but not marked "paid" or bearing any other words implying a receipt, would not require to bear a tax stamp.

It was pointed out by this official that a cheque may not be shown to be in settlement of an account and, therefore, a signed receipt may be required by the debtor even though a cheque is used. The fact that a cheque may not be classed technically as a "receipt" also raises the possibility of certain debtors who pay by cheque requiring a signed receipt which is taxable.

Another practice which comes under the new regulations is the use of transfer cards in large stores. Certain department stores make use of such a card on which a number of small purchases are entered in various departments and payment made by the customer in a lump sum at the end of the shopping tour. This card is now stamped "paid" when the cash or a cheque is tendered and would ordinarily come under the regulations requiring it to be taxed when of $10 or over.

Each signature of an employee on a pay roll being a receipt is taxable for each signature covering an amount of $10 and over. Some of the large firms put salaries on deposit for employees in a bank and the employees put a tax stamp on withdrawal orders. In certain other cases two or three officials of the firm are on hand when the staff is being paid and no receipt is asked for from the employees.

Individual freight bills and periodical statements of same, acknowledging receipt of payment are taxable. An enquiry has been made if this includes "way-bills" which the railway freight handler signs in acknowledgment of the freight and which may bear record of freight classification and rate applying. It was pointed out that, while details of classification and rate chargeable may appear on the bill, the receipt conveyed by the signature of the freight handler is merely cover-

ing the merchandise, and is not taxable. The periodic statements of account issued to collect freight charges and receipted in the ordinary way are the ones which are taxable.

There is some division of opinion concerning the provision covering receipts in the form of letters forwarded by mail being taxable. Letters in an envelope must carry stamps which include revenue under the War Revenue Act so that tax is paid in that form. Asked as to whether or not postcards would come into use for the purpose, bearing only one cent postage, this official thought it unlikely that any firms would care to show receipts so publicly.

Favors Mail Order

The provisions exempt remitter's counterfoil, being part of a taxable express money order. This counterfoil is the acknowledgment received for money paid for money order. It is suggested that in connection with mail order business where cash is paid in advance for merchandise and where such cash is generally forwarded by money order, that the customer has a receipt for money paid without requiring the mail order firm to give it. To secure a receipt for money paid to the local merchant either by cash or cheque, a second tax applies.

E. M. Trowern, Dominion Secretary R. M. A., states that the intention of the government is evidently to exempt cash register checks and counter slips in cash transactions. He states that the provisions might mean that all cash register slips and counter checks are not exempt, but he is of the definite opinion that the retailer may not feel any concern in regard to such taxes.

Would Revise Business Income Tax

Proposals of Joint Conference on Taxation Understood to Include Recommendation that Business Income Tax be Put on Same Basis as Personal Income Tax—Exclude Gifts to Charities, Etc.—Recommend Flat Tax on Cheques of Two Cents

DISCUSSING the proposals of the joint conference on taxation which since being outlined in a November issue of Hardware and Metal have been put before various manufacturing, wholesale and retail associations, some better idea of probable final meaning of the recommendations has been gleaned. A group of resolutions was passed unanimously at that conference with the understanding that these were to be referred back to the national organizations concerned and that a second conference of representatives of these organizations would be held in Ottawa in January to put the resolutions in final form before the government.

It is understood that it is designed to make up any loss of revenue brought about by following out the recommendations, by reducing government expenditures and by slightly increasing the sales tax if necessary; that purchasers are to be furnished with invoices on which the amount of such sales tax to at least the extent of 2¼ per cent. must be shown; that the regular rates of Sales Tax should apply to all purchases by or on behalf of the government. This policy is followed in connection with import duties and it is planned to make no exception under the Sales Tax.

Will Determine Status of Trade

Some discussion has also taken place concerning difficulties arising in connection with the value on which Sales Tax is assessed and as to the status of various branches of trade such as tinsmiths, harnessmakers, etc. Under the suggested regulations, it is understood that the Minister would be given power to determine the status of the individual or firm, subject to appeal to higher authorities. The recommendations of trade organizations on the subject are to be considered in connection with such appeals. It is also understood that importers who sell in this country under exclusive selling rights should be classed for Sales Tax purposes as wholesalers in respect to importations and sales in Canada, under the proposal.

The proposal in connection with the status of certain branches of the trade such as tinsmiths, provides that hardware merchants and tinsmiths, harness and leather goods makers, etc., who produce goods which they wholly retail from stock over the counter in the premises where they are produced, to consumers, shall be compelled to collect sales tax on such manufactured goods if their turnover in such goods exceeds in value a set amount to be agreed upon by the organization which represents their interests. The proposals also include a clause, it is said, which provides that sales tax shall not apply on sales by retailers who manufacture or produce articles made to the order of individual customers and sold over the counter or in the premises where they were made direct to such individual customers.

Two-Cent Stamp on All Cheques

The proposal re the Stamp Tax on cheques was originally two cents on all cheques, drafts, bills of exchange or promissory notes, up to and including one hunderd dollars and a flat rate of four cents for higher amounts. It is understood the manufacturers favor the further amendment of this proposal so that there will be but a flat rate of two cents on each cheque irrespective of amount.

It is understood the income tax on corporations also came in for some consideration, and that the suggestion was made that the normal tax of 10½ per cent. on the income of corporations exceeding $2,000 per annum be reduced to the present rate applying to individuals of 4 per cent. on incomes up to $6,000 and 8 per cent. on all incomes over that amount without any surtaxes. It was also understood to be a recommendation that net loss from business for any taxable year be deducted from the net income of the succeeding year and that any unabsorbed balance be a deduction from the net income of the next succeeding year. Income Taxes payable to other authorities such as provincial or municipal governments should be counted as an expense of doing business and deducted from the taxable amount as well, according to the recommendations. The deduction of gifts to charities totalling not more than 15 per cent. of the taxpayers' net income should also be deducted from taxable income according to the proposals. The same provision would be applied to personal income tax and also including deductions of life insurance premiums not exceeding 5 per cent. of net income. Suggestions for simplifying the method of computing the tax are also made. Repeal is also suggested of the tax of 5 per cent. on premiums paid to unlicensed insurance companies.

The proposed amendment of the paint manufacturers, as outlined in a recent issue of Hardware and Metal, would be inserted in place of the provision that the purchaser be furnished with written invoice which shall state separately the amount of tax to at least the extent of 2¼ per cent. The suggested amendment of the paint manufacturers provides that no absorption of any part of the tax be allowed, that the sale from manufacturer to wholesaler be exempted from taxation and that the sale from either manufacturer or wholesaler to retailer be subject to the full Sales Tax of 4½ per cent.

341 Retail Hardware Stores Show Average Profit of $53.87 Each on 1921 Business

Increased Cost of Doing Business in 1921 Revealed —Cost Items Show Little Opportunity For Reduction in Dollars and Cents—Increased Turnover must be Developed—Three Groups Show Better Experience

THAT the average cost of doing business in the retail hardware trade was increased during the year 1921 compared with 1920, is shown by a group of figures compiled by the National Retail Hardware Association, according to the National Hardware Bulletin. The figures show that one of the greatest problems of the hardware retailer is that of increasing his volume of sales. The figures are taken from the records of three hundred and forty-one dealers in all sections of the country and comparing the average with those of previous years.

In 1920 the average retailer enjoyed a sales volume of $67,026.42 obtained at an average cost of doing business of $11,400.73 or 17 per cent.

In 1921 the average retailer's sales volume was only $51,669.00 and his average cost of doing business expressed in dollars was $11,127.54 or 21.54 per cent.

Thus while there was a loss of $15,356.47 in the average sales volume, the reduction in the expense account amounted only to $273.19. This accounts for the sharp increase in the percentage figure for the cost of doing business, an increase of from 17 per cent. to 21.54 per cent.—an increase sufficiently large to virtually wipe out the profits of the average dealer.

Some of the loss in volume can be readily accounted for from the fact that retail prices were reduced and the tonnage of merchandise sold in 1921 would not bring the same number of dollars in 1920. But this does not alter the fact that a study of the actual dollars paid out for expenses shows little chance for reduction, nor that dealers can sell much more merchandise than they do without increasing the cost in dollars and cents, of doing so.

Study of the itemized expense figures shows that the largest single item in the expenses account is for salaries of all kinds which amount to $6,321.56 of the total budget of $11,127.54, or 12.22 per cent. Yet the average salary of the owner of a retail hardware store is only $1,888.51 while the average annual wage to salesmen is $1,332.01. Obviously there is little opportunity for reduction there.

But the need for increased volume and opportunity for it is rather well shown by the fact that while the average sales per salesman, including owners as salesmen, is only $13,674.40, there are numerous cases where individual stores show average sales per salesman of more than $20,000.

COST OF DOING BUSINESS IN 1921

Based on the Average of $61,669.95 Volume of Sales

Item	Amount	Per centage
Owners' salaries	$3,112.46	6.03
Clerks' salaries	2,835.89	5.50
Exclusive office salaries	373.21	.70
Office supplies	94.09	.18
Store supplies	88.84	.17
Postage	73.87	.14
Advertising	384.46	.74
Heat, light and water	253.01	.50
Delivery	480.46	.93
Telephone & Telegraph	87.98	.17
Collections	29.75	.05
Rent	1,021.48	2.00
Repairs	88.90	.17
Insurance	295.23	.57
Interest	408.76	.80
Donations	61.12	.11
Taxes	478.12	.93
Miscellaneous	312.18	.60
Depreciation, Furn. and Fixt.	155.27	.30
Depreciation Delivery Equip.	126.35	.24
Losses from bad debts	368.13	.71
	11,127.54	21.54%

Compare this experience with your own and make your budget for 1923 so that your expense ratio will not exceed this one. Volume increases can be had without increasing the cost even if individual expense items cannot be reduced in dollars and cents.

If the data obtained for this survey may be considered typical of the hardware trade as a whole it is quite evident that the retail hardware business was very unsatisfactory from the standpoint of profit in 1921.

The tabulation shows that there was an average profit of about one-tenth of one cent for each sale of $1.00, requiring a sale of $10.00 to produce one cent profit. Unquestionably this poor showing

PROFIT AND LOSS STATEMENT FOR 1921

(Combined figures of 341 stores)

Sales		$17,619,452.01
Inventory beginning year	$ 7,030,446.69	
Merchandise purchased	12,619,938.37	
	19,650,385.06	
Inventory end of year	5,943,802.50	
Cost of merchandise sold	13,806,582.56	
		13,806,582.56
Margin		3,812,869.45
Expenses		3,794,492.17
Profit		18,377.28

The foregoing showing the combined experience of 314 dealers indicates a profit of $18,377.28 on a business of over seventeen and one half million dollars. The stores represented average a profit of $53.87 each.

THE AVERAGE BUSINESS EXPERIENCE OF 341 RETAIL HARDWARE STORES DURING 1921

Sales	$51,669.95
Loss in Sales Volume Compared with 1920	23%
Made an average margin on sales of	21.64%
Average cost of doing business was	21.54%
Average profit was (on sales)	.10%
Average inventory was	18,877.18
Shrinkage in inventory from 1920 was	16.00%
Average salaries drawn by owners	1,888.51
Average salary paid employees was	1,332.01
Average stock turn was	2.14
Average volume of sales per employee, including owners, was	13,674.40

was the result not only of dealers following the declines in prices in selling, but also of their writing off book values at the end of the year by taking inventories at market price rather than at the price paid for merchandise. Regardless of how the low percentage was obtained, the figures show the average margin for 1921 to be 21.64 per cent. of the selling price, while the cost of doing business was 21.54 per cent. This showing emphasizes the necessity for a more careful study of margins for 1923. It proves the need for Invoice and Profit Register forms. With this form in use the dealer has the opportunity to check his margins as the goods are placed upon the shelves instead of waiting until the end of the year to find that he has lost money because he has not added a fair margin to his invoice price. Study of the individual returns shows some dealers to have made a margin of only about ten per cent. for 1921.

Analysis According to Population

While a study of the figures on the basis of a general average for the country is of interest it is recognized that there is some variation in expenses according to the size of the town in which the store is located. Therefore the figures have been sub-divided into six groups as will be seen from the figures on this page. This grouping enables dealers in various sized towns to study with especial care the average experience of merchants who are similarly located as to population.

In this subdivision the averages in the group of from 25,000 to 50,000 population are less conclusive than the other because for some reason the number of dealers reporting from towns of this size is not large. Naturally the more reports that are analyzed the truer the figures are for the average. It is also worthy of note that the figures from the larger cities are from stores of average size rather than large establishments.

Only Three Groups Show Any Profit For 1921

The subdivision of the figures shows that profit was made in only three groups. The average dealer located in a town of from 2,500 to 10,000 crept over to the right side of the ledger by the narrow margin of $373.96, while his brother in towns of less population than 2,500 showed an average loss of $476.73.

The average dealer in towns of 10 to 25 thousand population was able to show a profit of $2,049.58 while the average loss in the next division, 25 to 50 thousand, was $1,739.82.

Likewise dealers located in towns of from 50 to 100 thousand showed a loss,

AVERAGE EXPENSES DIVIDED ACCORDING TO POPULATION OF TOWNS AND CITIES

Items	2,500 and under	2,500 to 10,000	10,000 to 25,000	25,000 to 50,000	50,000 to 100,000	100,000 and up
Average Sales	$43,771.27	$53,373.66	$72,475.70	$89,422.63	$55,047.90	$63,658.60
Owners' Salaries	2,691.77	2,955.29	4,567.76	7,038.83	3,216.80	3,978.43
Clerks' Salaries	1,944.06	3,193.95	4,422.32	5,711.36	3,464.30	4,077.83
Office Salaries	208.25	382.72	1,056.88	1,003.55	1,186.60	402.91
Office Supplies	67.67	104.99	170.96	163.45	115.60	141.54
Store Supplies	65.12	78.08	107.84	142.46	68.60	270.62
Postage	61.22	82.84	103.28	128.00	53.40	82.42
Advertising	215.21	436.09	868.32	813.09	731.20	668.37
Heat, Light & Water	195.63	236.49	444.64	580.36	371.10	344.75
Delivery	246.99	518.58	1,199.20	1,102.18	1,059.80	937.00
Telephone & Telegraph	76.30	83.08	105.76	152.91	89.80	137.13
Collections	32.08	30.87	17.44	31.00	12.20	35.08
Rent	633.51	1,027.01	1,813.96	2,789.09	1,656.50	2,055.83
Repairs	69.98	110.31	37.88	345.91	155.70	99.21
Insurance	255.95	273.16	399.48	510.64	385.80	358.67
Interest	401.78	503.12	385.08	695.45	271.00	142.79
Donations	50.18	76.31	107.40	73.82	142.40	30.92
Taxes	398.94	526.44	523.56	1,368.18	403.20	413.96
Miscellaneous	241.29	310.04	423.00	499.64	726.90	295.25
Depreciation Fur. & Fix.	120.76	169.75	196.76	273.09	319.80	163.92
Depreciation Del. Equip.	111.43	133.37	187.04	239.45	74.60	160.83
Losses from Notes & Acc'ts	357.97	280.07	794.80	382.54	176.20	323.04
Total	$ 8,446.09	$11,512.56	$17,933.36	$24,045.00	$14,643.50	$15,120.50

Here is what the average dealer spent, in dollars and cents, for operating expenses in 1921. The first line gives the average sales

EXPENSE PERCENTAGES BY POPULATION

ITEMS	2500 and less	2500 to 10000	10000 to 25000	25000 to 50000	50000 to 100000	Over 100000	Gen'l Av.
Total expense	18.29	21.57	24.74	26.89	26.60	23.74	21.54
Owners' Salary	6.15	5.54	6.30	7.89	5.84	6.25	6.03
Salesmen's Salary	4.44	5.98	6.10	6.39	6.29	6.40	5.50
Exc. Office Help	.48	.72	1.46	1.12	2.16	.63	.70
Office Supplies	.16	.20	.24	.18	.21	.22	.18
Store Supplies	.15	.15	.15	.16	.13	.42	.17
Postage	.14	.15	.14	.14	.10	.13	.14
Advertising	.49	.82	1.20	.91	1.33	1.06	.74
Heat, Light, Water	.45	.44	.62	.65	.67	.54	.50
Delivery	.56	.97	1.65	1.23	1.93	1.47	.93
Telephone and Tel.	.17	.16	.15	.17	.16	.21	.17
Collections	.07	.06	.02	.04	.02	.06	.05
Rent	1.45	1.92	2.50	3.12	3.01	3.23	2.00
Repairs	.16	.21	.05	.39	.28	.16	.17
Insurance	.58	.51	.55	.57	.70	.56	.57
Interest	.58	.51	.55	.57	.70	.56	.57
Donations	.11	.14	.14	.08	.19	.05	.11
*Taxes	.92	.99	.72	1.53	.73	.65	.93
Miscellaneous	.55	.58	.55	.56	1.32	.46	.60
Depreciation							
Fur. and Fix.	.28	.32	.27	.30	.58	.26	.30
Deprec. Delivery	.25	.25	.26	.27	.14	.25	.24
Losses Bad Acct.	.82	.52	1.10	.43	.32	.51	.71

The high tax figure in group four is due to the fact that the number of returns from towns in this class was low and one set of exceptionally high tax figures threw the average out of balance. Note how rents increase with population.

amounting to $1,224.60 while those in cities of more than one hundred thousand made the best showing of any group, a profit of $2,955.88.

The showing of the large city dealer is probably accounted for by the fact that he was able to use the services of the jobber to great advantage and thus was not forced to write off heavy losses on account of declines, nor to accept as much loss in his selling prices by marking down his goods in accordance with the market. At least this is the impression which the figures make, showing a margin of 28.39 per cent. and a stock turn of 2.54 times, both being the largest of any of the classifications. It will be noted also that the inventory in this class is only $1,600 more than the inventory of dealers in the smallest classification.

Cost of Doing Business According to Population

There is presented in this connection a tabulation of the various percentages entering into the cost of doing business according to the size of the town in which the dealer is located.

It will prove of interest to dealers to check these expense ratios with their own for the purpose of detecting evidence of expense items in their own businesses that are above the average and to devise means of revising them downward.

Nothing in the conduct of a business deserves more thought and attention than the expense and margin percentages, for unless they are in proper relation there can be no profit.

GLASS INSURANCE REDUCED

Ottawa.—A reduction of ten per cent. in the cost of plate glass insurance, which becomes effective on January 1st, was announced by local agents of plate glass insurance companies. The reduction follows notice which has been received from the plate glass underwriters, which have headquarters at Toronto and Montreal.

The drop in the insurance rate, it is stated, is due to larger supplies of Belgian and British plate glass coming into the American market.

AVERAGES DIVIDED ACCORDING TO POPULATION OF TOWNS AND CITIES

Figures from 335 Stores

	2,500 and under	2,500 to 10,000	10,000 to 25,000	25,000 to 50,000	50,000 to 100,000	100,000 and over
Average Sales	$43,771.27	$53,373.66	$72,475.70	$89,422.63	$55,047.90	$63,658.60
Average cost of goods sold	35,081.91	41,487.00	52,492.76	67,117.45	41,629.00	45,582.22
Average margin	7,969.36	11,886.00	19,982.94	22,305.18	13,418.90	18,076.38
	(18.20%)	(22.27%)	(27.57%)	(24.94%)	(24.38%)	(28.39%)
Average expense	8,446.09	11,512.56	17,933.36	24,045.00	14,643.50	15,120.50
	(19.29%)	(21.57%)	(24.74%)	(26.89%)	(26.60%)	(23.74%)
Average profit		373.96	2,049.58			2,955.88
Average loss	476.73			1,739.82	1,224.60	
Average sales per salesman or owner	13,071.34	13,546.61	13,298.30	14,360.54	13,761.95	13,641.13
Average inventory	16,302.09	20,348.00	23,992.22	27,575.54	18,963.30	17,950.55
Average stock turn	2.20	2.04	2.19	2.43	2.20	2.54

*Here are the business histories of **hardware** retailers for 1921, divided according to the size of towns in which they were located. Note that in the smallest classification there is a loss, though the cost of doing business is below the average. And the experience of the fourth group shows that volume alone cannot make profit. The typical dealer in the large city, with small stocks of individual items, made the best showing of all, though his operating costs were 4.45% higher than those of his country brother.*

Demonstrations Sell Radio Equipment

Few Buyers Know What They Require and if Not Well Advised They Give Up the Game and Many Possible Buyers Are Lost—Montreal Hardwareman Turns $100 Stock of Radio Supplies Each Month—Resembles Gramophone Business in Early Days

WINDOW displays of wireless equipment backed by snappy advertising in the local paper and store demonstrations at stated hours have been helping Cyril McMurtry, of the George A. McMurtry Hardware, St. Thomas, Ont., to develop a splendid trade in the department of which he has charge.

As may be seen from the illustration, the firm carries a stock that is complete enough to take care of all requirements whether those of the beginner or the veteran "radio bug."

Right here it might be mentioned that no small part of Mr. McMurtry's success in handling radio equipment is due to the fact that he is a veteran himself. As an operator of eleven years' standing, part of which time he served in the war, Cyril McMurtry is in a position to give real service. When he talks about radio or radio equipment he knows all about the game and this, he says, has been invaluable to him in building up his big trade in radio apparatus.

Gives Good Advice

Very few of those who want to buy equipment know very much about what they really need, Mr. McMurtry says, and if left to themselves might buy apparatus totally unfitted for their requirements. This would result in troubles and disappointment and failures and would be a bad advertisement for what Mr. McMurtry regards as one of the greatest wonders of the age. By a few minutes' questioning he is usually able to size up what is needed and give expert advice regarding selection and the result is satisfied customers, and Mr. McMurtry says he has proved time after time that a store can have no better advertising than well pleased customers

Mr. McMurtry has installed equipment from that needed by the merest boy amateur, and costing only a few dollars, to community sets running up into the hundreds.

Sells Itself

He believes that the more demonstrations he can give the more people he is going to convert into radio fans and the more equipment he will sell. With this object in view he has put on hundreds of entertainments in the city and district in addition to the regular concerts at the store.

One result is that St. Thomas and Elgin County has perhaps more radio "bugs" than any city of its size in the country and the number is steadily growing. As it grows, so the business of McMurtry's radio department grows, and Mr. McMurtry is enthusiastic over the prospects for the future.

He expects to do a big trade this winter season in radio sets and equipment as a result of the interest the community is taking in wireless.

"There is not a large net profit on radio parts, but we get it on turnover. For our trade here we have found that it is only necessary to carry in stock around one hundred dollars' worth of accessories, and we turn this over in a month to six weeks. Radio sets are a little different, but the more expensive outfits can usually be sold from the catalogue and we only stock the cheaper crystal sets," said Jas. Gelineau, hardware merchant on Westminster Ave., Montreal West.

Radio Parts in Big Turnover

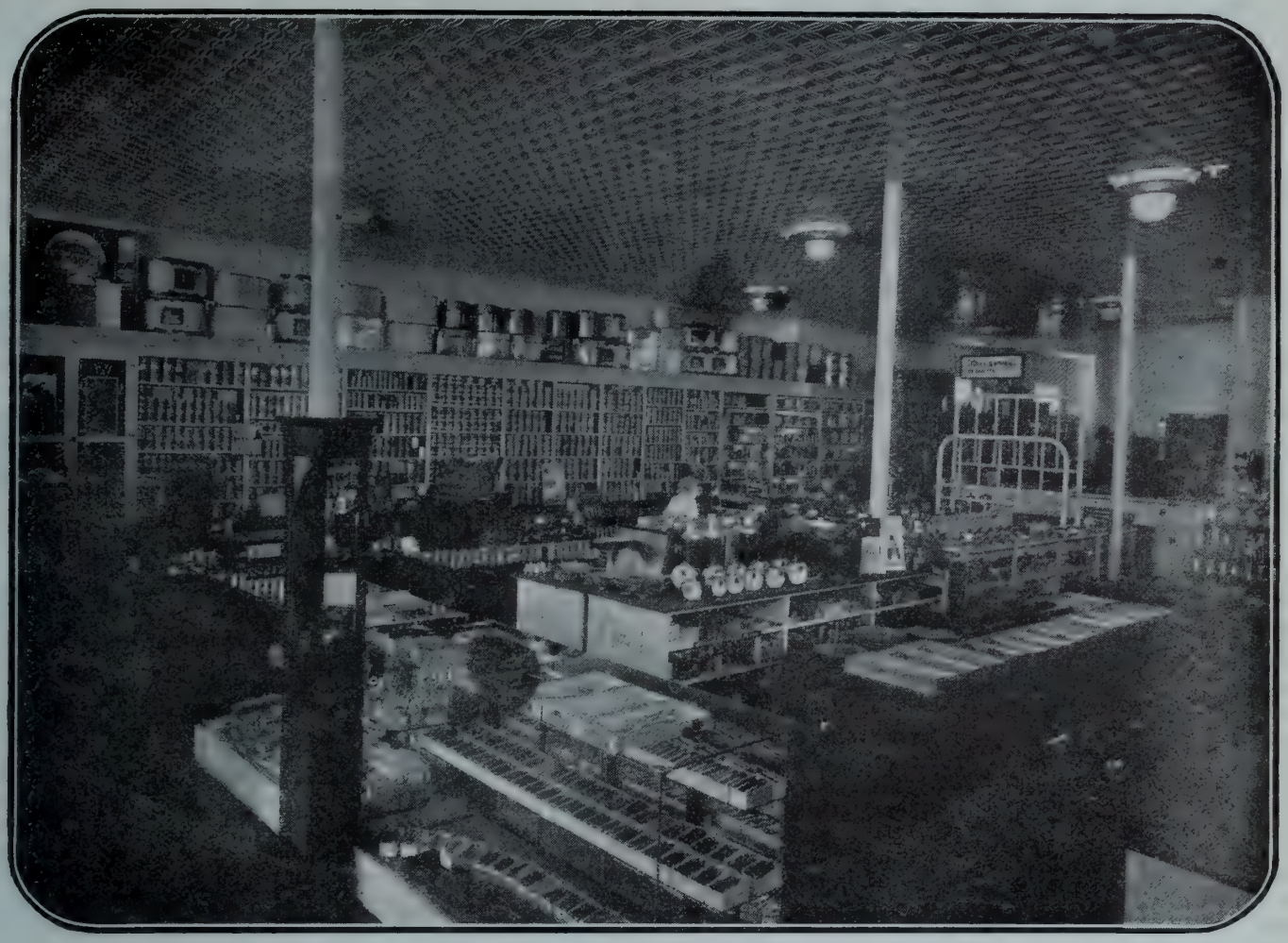
Mr. Gelineau stated that their experience with radio led them to believe that it was much like the gramophone business was a few years ago. The first trade in these was in $25 to $50 machines, but it grew and extended until now people are in the market for expensive cabinet phonographs running into hundreds of dollars. In selling radio they tried to sell a cheaper crystal set and when this was in use for a short time very often the enthusiast would plan building or installing a tube set which would enable him to get in touch with distant points. The main thing was to establish the "bug" and the bigger and better trade would follow.

Parents Become Enthused

The future of radio in Montreal West was predicted last spring, the opinion being that many more people would go in for radio after the summer months. This forecast proved true, as Mr. Gelineau is not only selling parts to the younger folk, but fathers and mothers are also interested. He told of a man living across the street who has two boys who recently built a small crystal



A very wide selection of radio sets and parts is frequently shown in the windows of the George McMurtry Hardware, St. Thomas, Ont., in connection with the selling methods outlined. This gives some idea of the parts which are most needed to form the stock.



A hardware man this week enquired as to how the stock could be put within close reach of the customer and everything in sight, and yet guard against an appearance of disorder and overcrowding. This view of the Sutherland-Stelck Hardware Co. store at Dauphin, Man., is a splendid example of how this can be accomplished. A wide range of goods is neatly arranged here, some under glass and other lines on top of counters and cabinets where they can be closely examined by prospective purchasers. The importance of this factor in selling is emphasized by this firm.

set. They would run into a problem in construction and go to their father for help. The parent became interested and now he was building a bigger set himself, one which would afford entertainment for the whole family. From information he has secured from people entering the store, Mr. Gelineau has learned that a good many of his customers have just about reached a decision to go ahead and install one of these vacuum tube sets.

It is realized that much of the enthusiasm commences with the younger people, and it is through them that the radio business will extend for the most part. A form of advertising to the boys in the schools is used in the shape of blotters distributed among classes. On the blotter reads:

The radio season is under way.
Have you started yours yet?
Now is the time. Drop in and ask
For a catalogue and prices.
Jas. Gelineau The Radio Man

To back this form of advertising up a vacuum tube set with horn was attached on the counter at the rear of the store and with a loud-speaking attachment concerts or announcements could be heard from the pavement outside when the transom over the door was open. This brought many people in off the street, thus enabling the distribution of literature and good sales talks on what could be accomplished in their own homes.

Radio has "come back" this fall and early winter, and Mr. Gelineau predicts bigger development in future. As far as Montreal West is concerned he is now convinced that it will become as popular and common in the homes as the phonograph, which means continued good trade in the hardware stores. Parts were now more inexpensive than they were a year ago, and market was on a more uniform basis, and these will greatly assist future radio business.

IRON FROM THE REGIONS OF THE UNKNOWN

In the museum connected with the McGill University there are three meteors which should make interesting study for students of metallurgy as well as those of astronomy. Where these meteors came from no one knows. They fell from space and came to a standstill when they struck our earth. They were supposed to be of pure iron, and have been spoken of often as being the only kind of pure iron known. Practically ever book on metallurgy will say that pure iron is impossible except in the case of meteors which fall from space. This argument has now been exploded as it has been found that these iron meteors contain different other metals. One weighing 370 lbs. was picked up at Madoc, Ont., in October 1854, lying on the surface of the ground. This was put on the planer a short time ago and planed on one side when it presented the appearance of pure iron, but the chips, on being analyzed, were found to contain 6.35 per cent. nickel. Another one of similar weight was taken from the Canyon Diabola, at Coon Butt, Arizona, and was also considered as pure iron until analyzed when it was found to contain 90% iron and the balance made up of nickel, cobalt and carbon.

Still another one was from New Mexico and analyzed 91.39 iron; 7.86 nickel and .52 cobalt. They all have the appearance of sponges, probably from the intense heat to which they were exposed in the short time required to penetrate our atmosphere and get to earth.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

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Applying the Idea

ELSEWHERE in this issue will be found an article giving the results of a survey of some three hundred and forty-one hardware stores, showing that the average cost of doing business in 1921 increased to twenty-one per cent. from seventeen per cent. in the previous year. There was, of course, much writing down of inventories in the year 1921, due to the big price reductions which were experienced, and the record for 1922, even with the same turnover, should be much more satisfactory. The figures reveal some interesting facts, however, among which is that the various overhead costs cannot be much lowered except by an increase in turnover with approximately the same expense. While much attention must be paid to buying and credit and other departments of the business, it is apparent that the real solution of many of the retail hardwareman's problems will come only through a big increase in turnover. To accomplish this, more use should be made of the selling suggestions which appear in each issue of Hardware and Metal throughout the new year, and by following a policy of applying every possible idea which might prove helpful. Plans are being made for improving and extending the service to readers in the next year, but this will be of little avail unless the readers take to heart the lessons learned by others and make definite application of every idea which would result in more business.

Groping in the Dark

IT IS unfortunate that the retail trade is left to grope more or less in the dark insofar as the government's tax regulations are concerned. The receipt tax is scheduled to become effective January 1, yet all that has been issued so far has been a mere skeleton regulation which lends itself to much misconstruction. Some indication of the way one official of the department of customs and excise thinks on the subject is contained in an article in this issue in which he places a rather different aspect on the government's intention concerning the taxing of counter receipts than is given by the secretary of the Dominion Board, R. M. A., who claims that the government's intention is to make all sales over the counter free from tax, but the official of the department of customs points out that receipts marked "paid" or slips with the words "this is a receipt" are taxable. Meanwhile the discussion proceeds and the government will give no further light on the subject until after the tax has been put into effect and specific complaints are registered.

The advisability of using inland revenue stamps for this tax and eliminating the use of post office stamps has been pointed out in previous issues of Hardware and Metal. Apparently nothing along this line is contemplated, nor is it likely to be, because of the fact that it would greatly inconvenience many merchants in smaller localities where the post office is handy but where there is no provision made for the sale of inland revenue stamps. It is learned that very few post offices sell inland revenue stamps, and that, as far as the government is concerned, the post office stamp does just as well because it brings in the revenue. Such revenue is likely used to cover up deficits in certain divisions of the post office, and in this way a true record of the revenue is not available, and the country is being subject to much inconvenience in various forms of taxation to cover the situation. The reason the majority of post offices stopped selling inland revenue stamps is said to be that some people commenced using them for postage on letters. However, it is noted the post office have no objection to their stamps being used where inland revenue stamps should be used.

Some Dangers Which Threaten

AN ACTIVE holiday trade in hardware commodities has maintained the steady improvement in volume of business being experienced and, with more tendency to book orders, conditions are auspicious for much improvement during next year. The average retailer has had as good volume of business this year as in 1921 and the big write-offs in inventories which wiped out profits have not been experienced. This increased business is reflected to some extent in the curtailment of unemployment, but the same unemployment has caused a shortage of labor in some lines and has brought about a firming of prices. The recent tendency has been distinctly upward on some lines of hardware, though the average price trend for the year will show a decline compared with the previous year.

There are dangers involved in this situation. One is the tendency to inflation of prices where little difficulty is experienced in getting the higher price. Another is that the higher prices which have followed shortage of labor and other considerations increase the spread between what the farmer gets for his product and what he must pay for his hardware. Wholesalers' stocks are also low in many cases, but retailers should be careful not to construe this as indicating a shortage in merchandise which they must guard against by ordering too far ahead.

There is unlikely to be a shortage in merchandise. Confidence on the part of manufacturers in producing for stock and on the part of wholesalers in completing their lines so as to be able to fill the retailers' requirements is all that is needed. The retailer can hardly be expected to take chances when those nearer the production stage are unwilling to do so. There is just a danger for some retailers to become panicky over this situation, and if they do so and start ordering promiscuously there will develop real shortage of goods which will be abnormal and later on they will be forced to take losses on the same merchandise. The present firmness in prices should not scare any retailers, for the general tendency is downward and some of the advances which have been taking place have been due to certain conditions which may be short-lived.

* * * *

THAT THE oil industry is becoming more scientific and a more important element in national life today is evidenced by the establishment of a Chair of Petroleum and Oil Engineering in Birmingham University, England.

Some Retail Contests that Are Illegal

Guessing, Lottery, Punch Board, Wheels of Fortune and Shell Game Contests That Run Foul of Dominion Act Should be Avoided by All Merchants—Often Entered into Ignorantly, Not With Desire to Violate Law

By E. M. TROWERN

AT THE last session of the Dominion Parliament our association secured an amendment to the Criminal Code, which reads as follows:

"Every one is guilty of an indictable offence and liable to two years' imprisonment, and to a fine not exceeding two thousand dollars, who disposes of any goods, wares or merchandise by any game or mode of chance, or mixed chance and skill, in which the contestant or competitor pays money or other valuable consideration, or

"Induces any person to stake or hazard any money or other valuable property or thing on the result of any dice game, shell game, punch board, coin table or on the operation of any wheel of fortune."

Guessing Number of Beans in a Bottle Now Illegal

Previous to the passing of the above amendment to the Criminal Code, the Courts have held that guessing the number of beans in a bottle or other similar device was not covered by the Act, and as we had so many complaints regarding this matter from all parts of Canada, it was brought before the Annual Convention of the Dominion Board of our Association, and they unanimously decided to secure legislation to stop it.

This amendment was prepared and secured through the efforts of our association to prevent a host of schemes such as the above, which have for some years been creeping into the economical life of Canada, and which we believe tend to lower the trading policy of retail merchants, and do injury to the public as well.

Some of the members of the druggists' section of our association requested our opinion recently as to the legality of a proposal which was submitted to them, and which we understand was submitted to retail druggists generally, by a firm of manufacturing pharmacists, and which we understand was withdrawn when it was found that the above amendment to the Criminal Code made it illegal.

The proposal was as follows:

The firm offered to sell goods to retail druggists valued at seventy-five dollars ($75.00). Along with these goods they were to supply a doll valued at fifteen dollars, for which they asked nine dollars and forty cents. The company was to supply a pound bottle full of beans and also tickets, and asked the retail druggists to give one of these tickets to every purchaser of the above preparations who purchased twenty-five cents' worth. The customers receiving the tickets were to have had the right to guess how many beans there were in the bottle; the one guessing the nearest number of beans contained in the bottle to get the doll as a prize. The number of beans contained in the bottle was made known to the retail druggist and the drawing was to have taken place sometime in December.

All such schemes are now illegal, and if any such scheme, or schemes of a similar character, should be in operation in any city or town, and any retail merchant should have any doubt as to the validity of the Act and desires to test it out in the courts, we will be pleased to take charge of the prosecution.

On September 27th, 1922, a well-known firm conducting a department store, desirous of holding a special sale to celebrate the founding of their business, advertised and conducted a birthday anniversary sale. With every sale they made, and to anyone who asked for one, a metal coin was given bearing a number. Duplicates were kept and on the 16th of October the duplicates of the coins issued were placed in a churn, and

Disagrees With English Hardwareman's Remarks Concerning Canadian Trade

THERE HAVE been a number of interesting comments made by Canadian hardwaremen concerning the article in December 2 issue of Hardware and Metal, outlining the views of an English hardwareman concerning the Canadian trade. Another interesting comment on the points brought out in that article is that from Geo. F. Irons, Peart Bros. Hardware Co., Ltd., Regina, Sask., as follows:

Editor, Hardware and Metal,
Toronto, Ontario.

I read with very much interest the reproduction of Mr. James S. Mountford's article from the English Ironmonger, dealing with his views on the Canadian retail hardware business.

With only two exceptions, Mr. Mountford has stated the facts well. However, as a hardware man who has travelled the globe and is conversant with both the English and Canadian trade, there are several points in Mr. Mountford's article that are open to criticism and explanation from the Canadian trade. While it may be true that fireside hardware is conspicuous by its absence in Calgary, such is not the case as far as most of the other cities in both Eastern and Western Canada are concerned. In the city of Regina the company I am connected with carry a stock of brass kerbs, fenders, fire brasses and coal boxes that would be a credit to any English house furnishing store in England. The same may be said for J. H. Ashdown, of Winnipeg, and Jas. Walker Hardware Company of Montreal, and many other such stores throughout Canada, that I might mention. The English manufacturer has not neglected this field and I have personally examined the samples and made purchases from no less than four such manufacturers during the last few months, and these same companies have been selling this line of goods in this country for years.

In regard to the absence of fancy brass and copper goods his statements are true, but this condition is due to the fact that Canadian housewives prefer these articles in other metals, pottery or wood, which require a great deal less cleaning. Servants are not as cheaply obtained in Canada as in England, and the Canadian housewife is thus compelled to reduce all unnecessary cleaning and polishing such as brass and copper call for. I, of course, refer more particularly to trays, tea-kettles and hot water kettles.

I am also disappointed at Mr. Mountford's remarks regarding the Canadian stores (I take it he was referring to both hardware as well as departmental stores), as I feel just the contrary is the case. As far as hardware stores are concerned, J. H. Ashdown, of Winnipeg and Calgary, the Consumers Hardware Company of Lethbridge, and both the Sommerville and the Northern Hardware in Edmonton, and our own store in Regina, will more than favorably compare with anything I have seen in any other part of the globe, both in regard to fixtures, store and window displays.

The English hardware manufacturers could do more in the Canadian fields if they would give more serious thought to the Canadian requirements. To be specific, they should pack all shelf goods with screws and also have the catalogue numbers cover both the size, finish and description of articles shown or listed. If the latter detail was given more consideration they would receive more cable orders which would help to overcome the disadvantage of distance.

I much enjoyed Mr. Mountford's article and trust if he reads my remarks, he will accept them in the spirit intended. His article will be read by hardwaremen throughout the country and will be much enjoyed because he has been so specific.

(Signed) Geo. F. Irons.



Drumming Up the Crowd

FOR the big convention of the Ontario Retail Hardware Association in Toronto on February 13, 14, 15 and 16.

Put these dates down on your calendar NOW, and be on hand for what is expected to be the biggest and most profitable convention and exhibition.

Scores of splendid educational and entertainment features have been provided for this year's convention. Details will shortly be announced in Hardware and Metal.

Keep those dates open and plan now to attend.

a drawing was made to ascertain who were the winners of the prize.

On October 27th, 1922, the firm was charged in the Police Court, Ottawa, with having unlawfuliy conducted or managed a scheme, contrivance or operation, for the purpose of determining who were the winners of certain property, to wit: One automobile, one grafonola, one cabinet, one electric vacuum cleaner, one lady's coat, one stove, one set of dishes, one overcoat, one comforter, one smoking gown, one silk negligee, one blouse, one girl's coat, one boy's suit, one club bag, woollen blankets, one electric heater, one silk sweater, one electric iron, one pair of gloves, one hand bag, and one pair of stockings, proposed to be advanced, given, or disposed of by such scheme, contrivance, or operation.

Acted on Solicitor's Advice

In conducting the prosecution against the firm the Crown Attorney presented the following argument:

"It was an advertising scheme purely and simply, the firm expecting to be reimbursed for the expense for the cost of the prizes through increased sales, and where the discs were given to non-purchasers this was not done through generosity, but to try and protect themselves from just such a prosecution as this. I contend that what has been done in this case has been a direct violation of the statute, and that a conviction must be effected. Nobody believes the firm knowingly did wrong; it acted in good faith, on the advice of its solicitor, but it has erred, and the statute has been contravened."

The counsel for the company made the following statements:

"The difference between my learned colleague and myself narrows down to a small thing. There is such a thing as good will between a merchant and his customers. A merchant's business must be built up on the faith and trust that he can instil in his patrons, or he cannot succeed. If you find that the company has not acted upon this basis, then my client is guilty, but to reach this climax, you must disbelieve the evidence he has given that he did not enter into it for profit, and find that he conducted this scheme for motives of profit or gain."

In giving judgment on October 31st, 1922, the police magistrate said:

"In weighing the Act carefully, I find that the accused has violated the law as far as carrying out a scheme of lottery is concerned, and I impose a fine of $500 and costs, and I also direct and order that the said goods of the company be confiscated and held and disposed of as the Attorney-General may direct."

The above cases give further evidence of the necessity of all retail merchants keeping in close touch with our association in all matters of a commercial character; it is your association, and it is equipped to take care of your interests; we ask you to use it.

If you hear of any violations of the above Act, please notify the Secretary of the Provincial Board of our Association in your province, and they will receive our immediate attention.

The above cases cover in a general way most schemes of this sort. They all vary, of course, more or less in detail, and for this reason we ask all of our members—those who may be induced to enter into any such plan, or those who are opposed to all such measures—to submit to us, through the Secretary of the Provincial Boards of our Association, whose addresses appear hereon, any plan that may be suggested to our members, or any plan of the sort that is now in operation, and we will gladly give you our opinion regarding same.

Keeping the Windows Clear of Frost

Annual Difficulty Which Many Hardwaremen Experience Can be Satisfactorily Solved by Some of the Methods Outlined Herewith

NOW THAT the winter months are at hand merchants in all parts of the country are faced with the old trouble of window freezing. As this is one of the worst annoyances merchants have to contend with in the winter, every precaution should be taken. Windows that are covered with frost are as bad as no windows at all and, realizing this, a number of merchants in different parts of the country have asked Hardware and Metal for pointers on the art of keeping the windows clear. Herewith are presented some tips which the merchant might find useful:

The method usually advised to prevent the deposition of moisture and frost on the window-panes are the employment of double windows, or the coating of the glass with some one of the various liquids which have been recommended for the purpose. Another very efficient measure is said to be a small fan, so placed as to blow directly upon the glass.

Some years ago a correspondent of the "Scientific American" reported to that journal a number of experiments he had made to remove ice or congelation of water from window-panes. He placed the efficacy of the remedies he employed in the following order:

(1) Flames of an alcohol lamp; (2) sulphuric acid; (3) aqua ammonia; (4) glycerin; (5) nitric acid; (6) hydrochloric acid; (7) benzine; (8) hydriodic acid; (9) boric acid; (10) alcohol; (11) cobalt nitrate; (12) infusion of nutgalls; (13) tincture or solution of ferrous sulphate.

Some years ago H. F. Ruhl, of Manheim, P., read a paper before a State association in which he declared that the only really effective way to avoid window frost was to have the window properly constructed in the first place, and to use suitable methods of heating and lighting in the second. He had remodelled his window in accordance with his particular ideas. To quote a portion of Mr. Ruhl's paper:

"It is a well-known fact that where illumination is produced by kerosene, gas, or gasoline, the condensation of moisture on the glass is worse at night. This shows that illumination has something to do with the frost on the window. Heat supplied from a stove, a hot-air furnace, or a steam boiler also causes more or less condensation of moisture.

"In the writer's store the window is left open at the back, except that a mirror back is used; this is 30 inches high,

(Continued on page 44)

For the Man Behind the Counter

What the Retail Hardware Salesman Should Sell to Justify His Salary

Relation Between Sales and Salaries Quickly Apparent by Reference to This Chart

THERE is more or less uncertainty among retail merchants as to the relation which should exist between the sales made by their employees and the sales these employees make.

It is, of course, understood that allowance must be made in cases where the employee is only engaged in actual selling and delivery over the counter part of the time, but generally speaking, all of a salesman's salary might well be charged against his sales, even if at times he may be performing other duties not directly connected with the selling of merchandise.

The Harvard Bureau of Business Research and other organizations engaged in similar work have compiled data from which the chart shown in the accompanying illustration has been made, and by the use of this chart it is an easy matter to ascertain just what the relation is between Jim Jones' salary and his sales.

It is worthy of note in this connection that the same sources of information also furnish data regarding the percentages of various items of selling costs to total sales in hardware stores, as follows:

Rent, 3.41 per cent.
Salaries, 10.11 per cent.
Advertising, 1.12 per cent.
Heat and light, .43 per cent.
Delivery, .91 per cent.
Supplies, .6 per cent.
Insurance and taxes, .99 per cent.
General expenses, 2.01 per cent.
Depreciation and shrinkage, .52 per cent.
Bad debts, .31 per cent.
Percentages of total expenses to sales, 20.41 per cent.

It will, therefore, be seen that if Jim Jones sell $200 worth of hardware in a week and his salary is $25 a week, he is not earning what he ought, and it will thus be up to his employer to liven up employee, so that Jim will boost his sales record, or else to tell him to find another job.

Going back to the chart it is a comparatively easy matter for the "boss" to decide as to whether Jim is entitled to a raise. He may be selling $350 worth in one week, $250 the next week, and for a period of, say, six months make an average of $288 per week.

On the 10.11 per cent. basis, the chart will tell the merchant that Jim can be paid about $30 a week and still be close to the average allowed for salaries.

Generally speaking, however, it is safe to say that ten per cent. is too much to pay to a salesman who does nothing but selling.

We know of a very successful retail hardware merchant who employs five "outside" salesmen. These men are out five days of every week, and usually spend Saturday in the store.

They are paid on the basis of 33 1/3 per cent. of the gross profit on what they sell.

Let us see how this would work out in the case of a man who devotes his entire time to the selling of stoves, for example.

(Continued on page 48)

Clerks' Weekly Sales	Clerks' Weekly Salaries																																
	$10	10½	11	11½	12	12½	13	13½	14	14½	15	16	17	17½	18	19	20	21	22	22½	23	24	25	26	27	27½	28	29	30	32½	35	37½	40	42½	45	47½	50
$100	10.0	10.5	11.0	11.5	12.0	12.5	13.0	13.5	14.0	14.5	15.0	16.0	17.0	17.5	18.0	19.0	20.0	21.0	22.0	22.5	23.0	24.0	25.0	26.0	27.0	27.5	28.0	29.0	30.0	32.5	35.0	37.5	40.0	42.5	45.0	47.5	50.0
110	9.1	9.6	10.0	10.5	10.9	11.4	11.8	12.3	12.7	13.2	13.6	14.6	15.5	15.9	16.4	17.3	18.2	19.1	20.0	20.5	20.9	21.8	22.7	23.6	24.6	25.0	25.5	26.4	27.3	29.6	31.8	34.1	36.4	38.6	40.9	43.2	45.5
120	8.3	8.8	9.2	9.6	10.0	10.4	10.8	11.3	11.7	12.1	12.5	13.3	14.2	14.6	15.0	15.8	16.7	17.5	18.3	18.8	19.2	20.0	20.8	21.7	22.5	22.9	23.3	24.2	25.0	27.1	29.2	31.3	33.3	35.4	37.5	39.6	41.7
130	7.7	8.1	8.5	8.9	9.2	9.6	10.0	10.4	10.8	11.2	11.5	12.3	13.1	13.5	13.9	14.6	15.4	16.2	16.9	17.3	17.7	18.5	19.2	20.0	20.8	21.2	21.5	22.3	23.1	25.0	26.9	28.8	30.8	32.7	34.6	36.5	38.5
140	7.1	7.5	7.9	8.2	8.6	8.9	9.3	9.6	10.0	10.4	10.7	11.4	12.1	12.5	12.9	13.6	14.3	15.0	15.7	16.1	16.4	17.1	17.9	18.6	19.3	19.6	20.0	20.7	21.4	23.2	25.0	26.8	28.6	30.4	32.1	33.9	35.7
150	6.7	7.0	7.3	7.7	8.0	8.3	8.7	9.0	9.3	9.7	10.0	10.7	11.3	11.7	12.0	12.7	13.3	14.0	14.7	15.0	15.3	16.0	16.7	17.3	18.0	18.3	18.7	19.3	20.0	21.7	23.3	25.0	26.7	28.3	30.0	31.7	33.3
160	6.3	6.6	6.9	7.2	7.5	7.8	8.1	8.4	8.8	9.1	9.4	10.0	10.6	10.9	11.3	11.9	12.5	13.1	13.8	14.1	14.4	15.0	15.6	16.3	16.9	17.2	17.5	18.1	18.8	20.3	21.9	23.4	25.0	26.6	28.1	29.7	31.3
170	5.9	6.2	6.5	6.8	7.1	7.4	7.7	7.9	8.2	8.5	8.8	9.4	10.0	10.3	10.6	11.2	11.8	12.4	12.9	13.2	13.5	14.1	14.7	15.3	15.9	16.2	16.5	17.1	17.7	19.1	20.6	22.1	23.5	25.0	26.5	27.9	29.4
180	5.6	5.8	6.1	6.4	6.7	6.9	7.2	7.5	7.8	8.1	8.3	8.9	9.4	9.7	10.0	10.6	11.1	11.7	12.2	12.5	12.8	13.3	13.9	14.4	15.0	15.3	15.6	16.1	16.7	18.1	19.4	20.8	22.2	23.6	25.0	26.4	27.8
190	5.3	5.5	5.8	6.1	6.3	6.6	6.8	7.1	7.4	7.6	7.9	8.4	8.9	9.2	9.5	10.0	10.5	11.1	11.6	11.8	12.1	12.6	13.2	13.7	14.2	14.5	14.7	15.3	15.8	17.1	18.4	19.7	21.1	22.4	23.7	25.0	26.3
200	5.0	5.3	5.5	5.8	6.0	6.3	6.5	6.8	7.0	7.3	7.5	8.0	8.5	8.8	9.0	9.5	10.0	10.5	11.0	11.3	11.5	12.0	12.5	13.0	13.5	13.8	14.0	14.5	15.0	16.3	17.5	18.8	20.0	21.3	22.5	23.8	25.0
210	4.8	5.0	5.2	5.5	5.7	6.0	6.2	6.4	6.7	6.9	7.1	7.6	8.1	8.3	8.6	9.1	9.5	10.0	10.5	10.7	11.0	11.4	11.9	12.4	12.9	13.1	13.3	13.8	14.3	15.5	16.7	17.9	19.1	20.2	21.4	22.6	23.8
220	4.6	4.8	5.0	5.2	5.5	5.7	5.9	6.1	6.4	6.6	6.8	7.3	7.7	8.0	8.2	8.6	9.1	9.6	10.0	10.2	10.5	10.9	11.4	11.8	12.3	12.5	12.7	13.2	13.6	14.8	15.9	17.1	18.2	19.3	20.5	21.6	22.7
230	4.4	4.6	4.8	5.0	5.2	5.4	5.7	5.9	6.1	6.3	6.5	7.0	7.4	7.6	7.8	8.3	8.7	9.1	9.6	9.8	10.0	10.4	10.9	11.3	11.7	12.0	12.2	12.6	13.0	14.1	15.2	16.3	17.4	18.5	19.6	20.7	21.7
240	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.0	6.3	6.7	7.1	7.3	7.5	7.9	8.3	8.8	9.2	9.4	9.6	10.0	10.4	10.8	11.3	11.5	11.7	12.1	12.5	13.5	14.6	15.6	16.7	17.7	18.8	19.8	20.8
250	4.0	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.0	6.4	6.8	7.0	7.2	7.6	8.0	8.4	8.8	9.0	9.2	9.6	10.0	10.4	10.8	11.0	11.2	11.6	12.0	13.0	14.0	15.0	16.0	17.0	18.0	19.0	20.0
260	3.8	4.0	4.2	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.8	6.2	6.5	6.7	6.9	7.3	7.7	8.1	8.5	8.7	8.9	9.2	9.6	10.0	10.4	10.6	10.8	11.2	11.5	12.5	13.5	14.4	15.4	16.4	17.3	18.3	19.2
270	3.7	3.9	4.1	4.3	4.4	4.6	4.8	5.0	5.2	5.4	5.6	5.9	6.3	6.5	6.7	7.0	7.4	7.8	8.2	8.3	8.5	8.9	9.3	9.6	10.0	10.2	10.4	10.7	11.1	12.0	13.0	13.9	14.8	15.7	16.7	17.6	18.5
280	3.6	3.8	3.9	4.1	4.3	4.5	4.6	4.8	5.0	5.2	5.4	5.7	6.1	6.3	6.4	6.8	7.1	7.5	7.9	8.0	8.2	8.6	8.9	9.3	9.6	9.8	10.0	10.4	10.7	11.6	12.5	13.4	14.3	15.2	16.1	17.0	17.9
290	3.5	3.6	3.8	4.0	4.1	4.3	4.5	4.7	4.8	5.0	5.2	5.5	5.9	6.0	6.2	6.6	6.9	7.2	7.6	7.8	7.9	8.3	8.6	9.0	9.3	9.5	9.7	10.0	10.3	11.2	12.1	12.9	13.8	14.7	15.5	16.4	17.2
300	3.3	3.5	3.7	3.8	4.0	4.2	4.3	4.5	4.7	4.8	5.0	5.3	5.7	5.8	6.0	6.3	6.7	7.0	7.3	7.5	7.7	8.0	8.3	8.7	9.0	9.2	9.3	9.7	10.0	10.8	11.7	12.5	13.3	14.2	15.0	15.8	16.7
325	3.1	3.2	3.4	3.5	3.7	3.8	4.0	4.2	4.3	4.5	4.6	4.9	5.2	5.4	5.5	5.9	6.2	6.5	6.8	6.9	7.1	7.4	7.7	8.0	8.3	8.5	8.6	8.9	9.2	10.0	10.8	11.5	12.3	13.1	13.9	14.6	15.4
350	2.9	3.0	3.1	3.3	3.4	3.6	3.7	3.8	4.0	4.1	4.3	4.6	4.9	5.0	5.1	5.4	5.7	6.0	6.3	6.4	6.6	6.9	7.1	7.4	7.7	7.9	8.0	8.3	8.6	9.3	10.0	10.7	11.4	12.1	12.9	13.6	14.3
375	2.7	2.8	2.9	3.1	3.2	3.3	3.5	3.6	3.7	3.9	4.0	4.3	4.5	4.7	4.8	5.1	5.3	5.6	5.9	6.0	6.1	6.4	6.7	6.9	7.2	7.3	7.5	7.7	8.0	8.7	9.3	10.0	10.7	11.3	12.0	12.7	13.3
400	2.5	2.6	2.8	2.9	3.0	3.1	3.3	3.4	3.5	3.6	3.8	4.0	4.3	4.4	4.5	4.8	5.0	5.3	5.5	5.6	5.8	6.0	6.3	6.5	6.8	6.9	7.0	7.3	7.5	8.1	8.8	9.4	10.0	10.6	11.3	11.9	12.5
425	2.4	2.5	2.6	2.7	2.8	2.9	3.1	3.2	3.3	3.4	3.5	3.8	4.0	4.1	4.2	4.5	4.7	4.9	5.2	5.3	5.4	5.6	5.9	6.1	6.4	6.5	6.6	6.8	7.1	7.6	8.2	8.8	9.4	10.0	10.6	11.2	11.8
450	2.2	2.3	2.4	2.6	2.7	2.8	2.9	3.0	3.1	3.2	3.3	3.6	3.8	3.9	4.0	4.2	4.4	4.7	4.9	5.0	5.1	5.3	5.6	5.8	6.0	6.1	6.2	6.4	6.7	7.2	7.8	8.3	8.9	9.4	10.0	10.6	11.1
475	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.1	3.2	3.4	3.6	3.7	3.8	4.0	4.2	4.4	4.6	4.7	4.8	5.1	5.3	5.5	5.7	5.8	5.9	6.1	6.3	6.8	7.4	7.9	8.4	8.9	9.5	10.0	10.5
500	2.0	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.0	3.2	3.4	3.5	3.6	3.8	4.0	4.2	4.4	4.5	4.6	4.8	5.0	5.2	5.4	5.5	5.6	5.8	6.0	6.5	7.0	7.5	8.0	8.5	9.0	9.5	10.0
525	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.0	3.2	3.3	3.4	3.6	3.8	4.0	4.2	4.3	4.4	4.6	4.8	5.0	5.1	5.2	5.3	5.5	5.7	6.2	6.7	7.1	7.6	8.1	8.6	9.0	9.5
550	1.8	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.5	2.6	2.7	2.9	3.1	3.2	3.3	3.5	3.6	3.8	4.0	4.1	4.2	4.4	4.5	4.7	4.9	5.0	5.1	5.3	5.5	5.9	6.4	6.8	7.3	7.7	8.2	8.6	9.1
575	1.7	1.8	1.9	2.0	2.1	2.2	2.3	2.3	2.4	2.5	2.6	2.8	3.0	3.0	3.1	3.3	3.5	3.7	3.8	3.9	4.0	4.2	4.3	4.6	4.7	4.8	4.9	5.0	5.2	5.7	6.1	6.5	7.0	7.4	7.8	8.3	8.7
600	1.7	1.7	1.8	1.9	2.0	2.1	2.2	2.2	2.3	2.4	2.5	2.7	2.8	2.9	3.0	3.2	3.3	3.5	3.7	3.7	3.8	4.0	4.2	4.3	4.5	4.6	4.7	4.8	5.0	5.4	5.8	6.2	6.7	7.1	7.5	7.9	8.3

Chart Showing Relation Between Salaries and Sales.

Events in the Trade

NEW BRANCH STORE

Fred C. Jelfs, has opened up a branch at 269 Kenilworth Ave., Hamilton. W. A. C. Ford is in charge.

NEW FIRMS

The Ideal Plumbing & Hardware, have commenced business at 306 James street N., Hamilton.

Sidney J. Gibson is now in a hardware, plumbing and heating business at 684 Pape Ave., Toronto.

FIRE LOSS

Sturgeon Falls, Ont.—Fortier and Beauchaesne's Hardware was destroyed by fire.

Fire broke out in a tank filled with 37,000 gallons of crude oil and threatened to spread to the buildings of the British-American Oil Co., Toronto. It was confined to the receptacle however with damage of $1,000.

INCORPORATION

Perfection Radiators Ltd., head office Montreal, capital $750,000 to manufacture and deal in radiators.

Trelford Paint & Varnish Co. Ltd., head office Toronto, capital $100,000, to manufacture and deal in paints, colors, varnishes, etc.

Hickey & Aubut Ltd., head office Montreal, capital $50,000 to manufacture furnaces, stoves, ranges, piping, sanitary apparatus, etc.

DODGSON NEW HEAD COMMERCIAL TRAVELLERS

A year of good progress was revealed at the fiftieth annual meeting of the Commercial Travellers' Association of Canada, held in Toronto this week.

It was stated that representatives of the Association had interviewed Hon. W. S. Fielding regarding the discriminatory tax travellers had been called upon to pay on portions of their expense account classed as income, the Finance Minister having since removed the objectionable levy. The Board of Railway Commissioners had also taken off the 20 per cent. increase in excess baggage rates.

PRATT & LAMBERT BIENNIAL CONVENTION

About 175 sales representatives, executives and managers, from all parts of the United States, Canada, England, France, Spain and South America will attend the 75th anniversary convention of Pratt & Lambert-Inc., to be held at Buffalo, January 8-9-10-11, 1923, with headquarters at the Statler Hotel, and meetings conducted at the plant of the company.

ASK FOR INCREASES IN PEDDLERS' LICENSES

Quebec.—Peddlers' licenses in Quebec may be increased from $40 a year to $500 for those who travel afoot and to $1,000 for those who travel with horse and rig. They may be required to take out a license for each judicial district in which they wish to do business, and may have to have a photograph on their license, so they can easily be identified.

CANADA PIPE & STEEL CO. SOLD TO CRANE LTD.

Canada Pipe & Steel Co., Ltd., (Cluff Brothers) have decided to discontinue the plumbing supply business which has been operated for the last fifteen years at 85 Church St., Toronto, and have sold out to Crane Limited, effective from January 1, 1923. All orders on the books for delivery after that date will be filled by Crane Ltd. Messrs. R. J. and W. J. Cluff will in future confine their efforts to manufacturing only, through Galt Brass Co., Ltd.

CANADIAN CUSTOMS OFFICERS AROUSE IRE OF U.S. MERCHANTS

Brockville.—Ogdensburg, on the United States border, is only 11 miles east of here and annually it is a Mecca for scores of Brockville, Prescott and other nearby people to do their Christmas shopping.

Ogdensburg merchants are up in arms, so to speak, over the alleged actions of two Canadian Customs officers, one each from Ottawa and Toronto, who are attempting to detect the smugglers of goods. The merchants say they have a description of the officials, and have resolved to expel them from their stores should they make their re-appearance.

That these officials have no right to follow people into stores and spy on what they buy was the opinion expressed in Ogdensburg legal circles, and it was said that the charges of disorderly conduct would be sustained if the alleged practices are continued.

REPRESENT FOREIGN HARDWARE LINES

Warnecke & Co., manufacturers' agents and importers have opened an office at 543 Canada Cement Bldg., Montreal, and announce that they will represent manufacturers of enamel ware in Sweden and Czecho-Slovakia, Brillo Mfg. Co., Brooklyn, Grossman Mfg., Co., Chicago, and Monarch Aluminware Co., Cleveland.

FIVE-DAY TRIP FOR SANTA CLAUS

Summerside, P. E. I.—During Christmas week, R. T. Holman, Ltd., Summerside, conducted a novel advertising campaign, covering about sixty miles of road. Santa Claus was conveyed by a gaily-trimmed sleigh drawn by a pair of horses, from North Cape, P. E. I., to the Holman store. The trip was started on a Tuesday and ended on Saturday of the same week, lasting five days. Santa stopped at every village and town on the way, and explained that he was on the way to the Holman store for a supply of toys for girls and boys.

FINED FIFTY DOLLARS FOR FALSE ADVERTISING

Emphatic disapproval was expressed by a Toronto judge of the practice of deceiving prospective customers by publishing false statements in advertising circulars. Paul Reuben was fined $50 and costs for publishing advertisements containing false representations. The advertisement took the form of a handbill relating to a bankrupt sale, the goods advertised as being of a certain grade, when they were not. The judge called it "dishonesty" and would not accept the excuse that "everybody is doing it."

KLING CUTLERY PLANT LIKELY TO MOVE TO WELLAND

Welland, Ont.—Following a conference with James L. Wilhoit, of New York City, representing the Kling Cutlery Company, Lynn B. Spencer issued a statement to the effect that negotiations under way and likely to be completed in a couple of days would likely result in moving the entire New York plant of the firm to Welland. Two months ago this company completed the purchase of the Fulton Motors' industrial building on Ontario Road with the intention of establishing there a Canadian branch. The intention now is to place in Welland the entire plant, and if this is carried out manufacture will begin in February.

News of Western Canada

K. H. Ranton, hardware, Rembey, Alta., has suffered loss by fire.

J. A. McIntyre, of Leslie, Saskatchewan, spent a few days in Winnipeg on a business trip.

S. E. Leavitt, Saskatoon, Saskatchewan, spent last week in Winnipeg on a business trip.

Geo. Wright, western representative of the Galt Brass Co., paid a visit to Calgary and Edmonton.

J. McLarty of Macleod has purchased the hardware business of McPherson Bros., Red Deer, Alta.

A. G. Richards, manager of the plumbing and heating department of Marshall Wells Alberta Co., Ltd., of Edmonton, was a visitor to Calgary.

C. E. Tisdall, president, Tisdalls Ltd., wholesale sporting goods firm of Vancouver, B. C., was again elected to the Mayoralty of Vancouver for 1923 by an increased majority.

Congratulations are in order to C. R. Thompson, Manitoba and Saskatchewan representative of the C. C. Craig Co. Ltd., Winnipeg, who was married to Miss A. D. Ross, of Winnipeg.

RETAILERS OPPOSE SATURDAY CLOSING

Victoria, B. C.—The retail executive of the Chamber of Commerce went on record as being strongly opposed to a change in the present weekly half holiday arrangement and as being in favor of retention of Wednesday as the day for store closing.

The retailers also opposed the proposal to compel the placing of stamps on all receipts of over ten dollars, on the ground that such procedure would result in unnecessary inconvenience to traders and buyers alike.

BIG STEEL INDUSTRY IN B. C. PREDICTED

Victoria.—In discussing his bill, on second reading, to ratify an agreement for joint provincial and Dominion exploration of the iron ore resources of the province, Hon. William Sloan, minister of mines, declared that this agreement would have much to do with the development of British Columbia.

It had been pointed out that money was lost through the overlapping of the work of the two governments. The minister said that the agreement would prevent this, and should lead to the securing of knowledge which would aid in the establishment of an iron and steel industry in this province.

Mr. Sloan said that the Dominion government had materially assisted in the building up of an important steel industry in Nova Scotia and that could be done in this province. In the wake of a steel industry would come other industries, he declared.

Saskatoon Hardware Co. Wants Catalogs

J. L. S. Hutchinson, Saskatoon Hardware Co. Ltd., Saskatoon, writes to Hardware and Metal concerning the fire which destroyed the store, as outlined in last week's issue and as illustrated in this issue. Mr. Hutchinson asks that manufacturers send catalogs and current price lists. He points out that, while the firm's loss will be heavy, it does not prevent them from commencing operations immediately and that temporary premises have already been secured in which business will be done until such time as the firm can rebuild.

BILL TO REGULATE ELECTRICAL GOODS

Victoria, B. C.—Hon. Dr. Sutherland's bill in the legislature, to regulate electrical concerns and the equipment and supplies used has been up for further consideration. He explained that the federal government was bringing in legislation applicable to all provinces in this connection, which should do away with the objections now being offered to the bill. The minister explained that the users of electrical supplies should be protected against inferior Japanese goods.

He explained also that there was no intention on the part of the government to enter municipalities and interfere with the work of inspectors there, nor would fees be paid to provincial inspectors who might have to make inspections The bill was passed.



The progress and aftermath of the fire which destroyed the Saskatoon Hardware Company's premises in Saskatoon, Sask., as outlined in last week's issue of Hardware and Metal, is shown herewith. Volumes of smoke in the upper picture give some indication of the serious nature of the fire. Below the devastated building hung with icicles, is a grim evidence of the effects of fire. Little vestige remains of the fine hardware store which existed before the conflagration.

Weekly Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

"ALADDIN" GAS MANTLES

La Compagnie Martineau, Quebec City—Can you please tell us who makes the "Aladdin" gas mantles?

Answer: The Welsbach Light Co., Gloucester, N.J.

WASTE PAPER BALER

The Davey Hardware, Ltd., St. Thomas, Ont.—Would you kindly advise us the name of the manufacturer of waste paper baler?

Answer: The Climax Baler Co., Hamilton, Ont.

CANADA STOVE DAMPERS

W. Walker & Son, wholesale hardware, Toronto—Can you tell us who makes the "Canada" steel stove pipe damper?

Answer: The Myers Manufacturing Co., Dresden, Ont.

"PAZZO"

Eastland's Hardware, Thornbury, Ont.—Kindly advise us who makes a preparation called "Pazzo," this being used to stucco houses.

Answer: The Toronto Builders Supply, Ltd., 106 Don Esplanade, Toronto.

SLEIGHS 42 IN. WIDE

Messrs. Dittmer & Robb, Burns Lake, B. C.—Can you advise us who manufactures a sleigh with a width of 42 inches from centre to centre of runners?

Answer—The Gregg Manufacturing Co., Ltd., Winnipeg.

BISHOPRIC WALL BOARD CO.

Messrs. W. Walker & Sons, wholesale hardware, Toronto—Kindly give us the address of the Bishopric Wall Board Co., manufacturers of stucco board.

Answer: This firm is located at Ottawa, Ont.

AGENTS FOR SOLIGNUM

P. T. Calkin Limited, Kentville, N. S.—Kindly advise us who are the agents in Canada for Solignum.

Answer: Messrs. Sturgeons Limited, 66 Richmond St. E., Toronto, Ont.

ELECTRIC SANDERS

The Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—Would you advise us who manufactures an electric sander for sanding hardwood floors?

Answer: The Elliot Woodworker Co., Belleville, Ont.

B. S. A. AIR RIFLES

D. Becker, New Hamburg, Ont.—Kindly let us know where we can secure the B. S. A. air rifles.

Answer—The Canadian agents for this are Messrs. Fraser & Co., 10 Hospital St., Montreal.

KNITTING MACHINES

The Geo. Taylor Hardware, Ltd., Timmins, Ont.—Would you advise us the name of the maker of knitting machines?

Answer: Creelman Bros., Georgetown, Ont.; The Dundas Knitting Machine Co., Dundas, Ont.; The Georgetown Foundry & Machine Co., Georgetown, Ont.; Harley-Kay Ltd., Georgetown, Ont.

FLY SCREENS

W. J. Aldrich, Regina, Sask.—Can you supply me with the address of a manufacturer of fly screens?

Answer: The Kasement Skrene Dore Co., Toronto; Sanderson-Harold Co., Ltd., Paris, Ont.; Ham Bros., Ltd., Brantford, Ont.; The Anderson Mfg. Co., Ltd., Winnipeg; Cushing Bros., Ltd., Calgary, Alta., and Saskatoon, Sask.

QUICK SAFE CAN OPENER

The Thos. Davidson Mfg. Co., Ltd., Montreal—Can you give us the address of the makers of the Quick Safe can opener?

Answer—This product is made by the John Chumbley & Co., Nashville, Tenn., U. S. A.

WOOD FIBRE TUBING

The Davey Hardware Co., Ltd., St. Thomas, Ont.—Will you please let us know where we can procure wood fibre tubing about 1¼ inches in diameter, with a one inch hold?

Answer—The Diamond State Fibre Co. Carlaw Ave., Toronto.

"DOMINION" ELECTRIC WASHER

The Aikenhead Hardware Ltd., Toronto—Where can we secure the Dominion electric clothes washer and churning machine?

Answer—This is distributed by the Smith-Stewart Co., London, Ont. It is manufactured by the Dominion Motor Castings Ltd., Windsor, Ont.

MANDERS BROS. PAINT

Western Canada Hardware Co., Ltd., wholesale hardware, Lethbridge, Alta.—Kindly advise us if Manders Bros., manufacturers of paint, have agents in Montreal or Winnipeg.

Answer: The address of their Montreal agency is 144 St. Paul St. East. In Winnipeg the Winnipeg Paint & Glass Co. handle a few of their lines such as varnishes and japanned colors.

Trade Enquiries

Names and addresses of firms making enquiries can be obtained only by those interested in such lines upon application to Hardware and Metal, 143 University Avenue, Toronto. Please quote reference number when requiring addresses.

735. **Electrical Supplies**—A Port Elizabeth firm of commission agents are inquiring for an agency from Canada for electrical supplies.

734. **Steam Radiators**—A Japanese firm in Tokyo desire catalogues and price lists of Canadian manufactured steam radiators, boilers and steam valves.

737. **Firearms and Ammunition**—A Japanese firm in Tokyo wish catalogues and prices on firearms, ammunition, etc., immediately.

731. **Motor Car and Motor Cycle Accessories**—A Swedish firm wish to have catalogues, quotations, etc., from any concern in a position to export motor car and motor cycle accessories.

739. **Carborundum Grains**—A Japanese manufacturer of grindstones, who uses 5,000 pounds per month, desires to receive samples and prices from Canadian firms manufacturing carborundum grains or other abrasive material used in the manufacture of grindstones.

746. **Aluminiumware**—An Edinburgh firm, who had a complete exhibit of aluminiumware at Edinburgh Exhibition, desires quotations from Canadian manufacturers of aluminiumware. Samples may be forwarded to Canadian Trade Commissioner, 87 Union Street, Glasgow.

736. **Electrical Fittings**—A large import house in Tokyo specializing in the import of all kinds of electrical supplies, is interested in Canadian sources of supply for electric fittings, for both indoor and outdoor use; also conduit pipes, reflectors, switches, etc., as well as electrical appliances for the home. Catalogues and prices requested immediately.

738. **Piston Rings**—A Japanese importer of motor car accessories desires to receive samples and prices of Canadian-made piston rings.

741. **Asbestos Fibre**—A Mexican firm wish to import from Canadian manufacturers asbestos fibre for the manufacture of asbestos cement shingles.

732. **Automobile Wheels**—A Japanese motor car accessory house desire to have catalogues and prices on wooden wheels for motor cars; also interested in the steel fittings used in connection with demountable rims.

740. **Asbestos**—Foreign import house of long standing who did considerable business in asbestos before the war, desires to hear from Canadian mines in a position to export crude and fibre asbestos to Japan. Samples and prices requested. This firm would prefer to hear from parties who are not already represented in Japan.

20 Years Ago

Following items reproduced from Hardware and Metal of December, 1902:

"The Grant-Hamilton Co., Ltd., Toronto, are making a new line of paints consisting of 23 colors under the name 'Sterling.' "

"O. Bowyer, Listowel, Ont., has sold his business of stoves and tinware to Adolph & Bonnett, hardware merchants of the same town."

"The Hoffman-Corr Mfg. Co. have established a warehouse and factory at 118 Bay St., Toronto, where they intend to manufacture a large line of hammocks, and to handle rope, twine, thread, etc."

"The new foundry and machine shop which Gurney Foundry Co. Ltd., are erecting at Toronto Junction, is being rapidly pushed forward and it is hoped will be ready for occupation early in February."

"Hon. M. E. Bernier, Minister of Inland Revenue, says he is satisfied the metric system is infinitely superior to our complicated system of weights and measures. He is doing all in his power to educate the public to the advantages of the system."

"The Fairbanks Company have appointed J. E. Botterell manager of their Western branch at Vancouver. Mr. Botterell has been connected with the firm for the past four years, first as travelling representative in the Maritimes and latterly as sales manager at the Montreal house."

"Montreal Metal and Hardware Mfrs. and Merchants' Assn., at its annual meeting this week was attended by the following: J. W. Pyke, G. A. Kohl, J. Davidson, A. A. Brown, Wm. Starke, F. O. Lewis, T. L. Paton, T. H. Newman, F. Bacon, W. S. Leslie, F. Hopkins, H. J. Fuller, W. S. Gardner and Wm. McMaster. The officers elected were: President, J. C. McCormick; vice-president, G. Caverhill; treasurer, G. A. Kohl.

"J. Livingstone, ex-M.P. Baden, and E. Fielding, Toronto, had an interview with the Minister of Customs on Dec. 3 on the subject of the duty upon flaxseed oil and linseed oil, the importations of which are increasing rapidly to the serious detriment of the Canadian industry. Last year from Britain there was imported 650,943 gallons and from the United States, 41,946 gallons. It has long been claimed that the preference should not be given to linseed oil ground in Britain from Argentine flaxseed."

Weekly Hardware Market Reports

Statements from Buying Centres

Markets at a Glance

ALTHOUGH several price developments in the hardware markets are more or less anticipated during the opening weeks of the New Year, the number of changes at the present time is remarkably small. This is attributed to the influence of the holiday atmosphere, but at the same time is in direct contrast to the numerous price revisions which were in evidence at this time last year. A much firmer undertone is apparent at this season, however, certain basic elements contributing towards slightly higher levels on manufactured lines.

Oilcloth bindings, both brass and zinc, have been reduced this week, while a somewhat unexpected sagging is recorded in the turpentine markets, this being mainly ascribed to heavier receipts combined with current trade inactivity. On the other hand, linseed oil shows a tendency to rise, slightly higher levels appearing in some quarters. Asbestos products continue to reflect strength and have now attained more uniformity in quotations.

While the steel market presents an appearance of quietness, there is assurance of fairly large consumption of steel during the coming year. Whether mills will find it difficult or easy to supply these requirements depends chiefly upon the physical conditions of their operations. Steel prices hold up well, and do not seem to be under particular pressure. There is increased ground for suspicion that part of the call for steel shipments at this time is due to fear on the part of buyers that there will be another coal strike next April. Reports from primary centres show that opinion on this subject is divided. However, it is recognized that such a possibility may exist.

During recent months price changes on highly finished or ornamental lines of hardware have usually been on the downward grade, although of slight extent in some cases. On the other hand, developments affecting goods close to the raw materials reflect the current tendency in an upward direction, either by remaining steady or reaching advancing levels. A firm price trend is, therefore, generally expected to materialize during the coming year on heavy commodities.

Holiday business on the average attained satisfactory proportions. Merchants record a good sale for pocket cutlery, scissors, carvers, nickel-plated and brass goods, as well as other numerous winter products. Collections are described as in good shape.

Montreal, Que.

MONTREAL, December 28.—Price developments on the local hardware markets are fewer this week, the present period between holidays finding the trade making preparations for the opening of the new year after a splendid business session at Christmas time. Oilcloth binding, both brass and zinc, is reduced in price, while on most other commodities a steady to firm market tone is recorded. Cotton wastes continue with a strong undertone with higher prices still looked for in some quarters after the turn of the year. Brass and copper goods are improved in tone, and wrought pipe is reported as being in a fairly strong market position. A steady outlook is presented in other lines of iron and steel, sheets and bar products said to have a firm undertone. Rope and cordage markets are now quiet with raw materials on a higher price basis than formerly. Cotton rope shows a strong attitude due to the steady to firm conditions in raw cotton circles.

ELECTRICAL GOODS WERE ACTIVE SELLERS

Montreal.

Local jobbing houses report that trade for the holiday season was particularly active this season in electrical goods. Demand for the various lines commenced in good time and was well maintained up until the close of last week. One local distributor stated that it was reasonable to assume that dealer stocks were at the present time at a low ebb, and a fair trade might be expected to continue, although the gift season is now over. Prices generally have continued steady with a fairly firm undertone in the market.

ROPE MARKETS IN LITTLE FIRMER POSITION

Montreal.

Rope and cordage manufacturers state that owing to low stocks demand has been fair, although it is now quieter. Bookings in many quarters have been taken care of, but a resumption of this trade towards the latter end of next month should bring about a more active movement than has been experienced up to the present. In the meantime a quiet condition is anticipated. Raw materials, such as manila, hemp and sisal are firmer in price than they were when revision was made in rope quotations a few weeks ago, and for this reason there is a firm undertone in the market. Competition however has been keen, this factor being an important one at time of lowering prices last month.

There is a strengthening tendency in cotton rope and cordage, and the tendency here is upward at the present time. In some quarters a revision in the opening weeks of the new year would not come as a surprise.

FIRM TENDENCY REMAINS IN RANGE BOILERS

Montreal.

Manufacturers and distributors of range boilers describe business as quieter, although fair for the time of year. Stocks in dealers' hands have been low, and remain so, thus demand while for small quantities has continued well up to the holiday season. There is a firm tone in the market owing to the strong tendency in raw materials and other replacement costs, and following are list prices and discounts:

RANGE BOILERS

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent. Extra heavy, 30 per cent.

REDUCED PRICES ON OILCLOTH BINDING

Montreal.

A substantial reduction is made in oilcloth binding and following are prices now quoted:

OILCLOTH BINDING—

Per dozen sets 44B—$1.65; 64B—$2.2;5 84B—$2.50; 44Z—$0.90; 64Z $1.15; 84Z—$1.30.

FIRM UNDERTONE REMAINS IN COTTON WASTES

Montreal.

With current trade in cotton wastes continuing in seasonal proportions, a firm undertone remains in the market due to the improved tone in raw cotton circles. As outlined in a previous report a further revision upwards in prices would not be surprising after the first of the year. Prevailing quotations are:

COTTON WASTES—	Per lb.
Cream polishing	0 19
White, XXX extra	0 17
White, XX grand	0 16
White, XLCR	0 15
X Empire	0 13½
X Press	0 12
Colored—	
Fancy	0 14
Lion	0 12½
Standard	0 11
Popular	0 09½
Keen	0 08
Wool Packing—	
Arrow	0 24
Axle	0 20
Anvil	0 16
Dominion Wipers—	
White cotton	0 20
Colored cotton	0 14

HOLIDAY SEASON REFLECTED IN SCRAP MARKETS

Montreal.

Winter dullness, reflecting the holiday season, is evident in the local markets for waste materials, trade being generally described as very quiet. Accompanying this is a little weaker tone in some lines, especially yellow and red metals. Brass and copper showed a slight improvement when there was a better buying movement noted in recent weeks, but interest has now subsided to quite an extent. Cast iron is also in a listless state, while steel scrap is reported as the steadiest material on the list. No changes in prices have been made, and the following are average dealers' buying quotations:

SCRAP—	
Automobile Tires	0 40
Rubber Shoes	0 02¾
Yellow brass	0 05 to 0 06
Red brass	0 08¾
Light brass	0 04
Scrap zinc	0 04½
Lead, heavy	0 04½
Lead, tea	0 03
Heavy copper	0 11½
Wrought iron, R. Rd. No. 1 per gr. ton	11 00
Malleable scrap (ton)	9 00 to 10 00
Pipe scrap (ton)	7 00
Heavy melting steel	9 00 9 50
No. 2 busheling	3 00
Boiler plate	8 00 to 9 00
No. 1 machinery cast	20 00 22 00

QUIETER MARKET FOR MALLEABLE AND CAST FITTINGS

Montreal.

With the annual inventory period now practically at hand, there has been a noticeable slackening in demand for pipe fittings during the past week, and a quieter market is now anticipated for the opening weeks of the new year. Although there is no definite indication of a change in prices, it is stated in some quarters that slightly easier quotations may appear on some lines next month. Present discounts are as follows:

PIPE FITTINGS—	
Cast iron fittings	27%
Plugs, cast iron	27%
Do., solid	27%
Do., countersink	27%
Bushings, small	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	27%
Dart Unions, blk., ¼ to 2 in.	331-3%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, black and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ; in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

Price list effective June 1st, 1922. Discount 70 per cent.

IMPROVED TONE IN BRASS AND COPPER PRODUCTS

Montreal.

With copper on primary metal markets displaying a firmer tone there is a strengthening attitude in such finished products as sheets, rods and tubing. Demand for these lines is also said to be fair for this time of year, and if anything a little better than in previous weeks. Quotations are unchanged and are described as steady at the following levels:

BRASS—	Base
Sheets, base	0 24
Rods, ½ to 2 inches round	0 22
Tubing, Seamless, base	0 30
COPPER—	
Rods, ½ to 2 inch	0 29
Soft sheets, plain, 16 oz. and heavier, lb	0 30
Plain tinned, 16 oz. and heavier, lb.	0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are for full sheets or bars. Cuts 5c. per lb. higher.

Discount 32½ 10 per cent.

SEASONAL TRADE IN LEAD AND ZINC PRODUCTS

Montreal.

Quotations on lead and zinc products remain unchanged, with primary metals, which enter into their production, reported as steady to firm at higher levels recently reached. The movement of the finished products is seasonal, only a moderate amount of activity uually being in evidence at this time of year. Following are unchanged price levels:

Lead pipe, per 100 lbs., up to 2"	14 00
Do., 2" to 8"	15 00
Do., 8" and over	16 00
Lead waste, per 100 lbs.	15 00

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	15%
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs., sq. ft. lb.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft. lb.	0 10¾
Do., 4 to 8 lbs., sq. ft. lb.	0 10

Cut sheets ¼c. lb. extra, and cut sheets to size ¾c. lb. extra.

Solder, guaranteed, lb.	0 26½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 22½
Do., wiping, lb.	0 22½
Do., wire, lb.	0 36
Zinc sheets, casks	0 11
Do., broken lots	0 11½

WROUGHT PIPE REPORTED QUIETER BUT FIRM

Montreal.

Although the movement of wrought iron and steel piping has recently slackened somewhat, this is only considered seasonal, and satisfaction with business during the past season is expressed. Producers again state that present prices are firm with a strong tendency in raw materials, deliveries on some of which are still slow. Quotations remain at list No. 57.

STEADY OUTLOOK IN SHEET MARKETS

Montreal.

Interest in the local sheet markets is still attached to prospects for the opening months of next year, and it is said that the New Year should open with quite satisfactory conditions in sheet circles. Manufacturers are in many instances behind in deliveries, which, in spite of the present quieter season, should greatly assist towards maintaining a steady market position. Another factor is the apparently steady basis on which sheets are placed for the first quarter, which has resulted in considerable business being placed for later delivery. Taken altogether importers and distributors anticipate a satisfactory market for the first half of next year at least. Average local quotations are unchanged as follows:

BLACK SHEETS—	
10 gauge, base	4 25
12 gauge	4 35
14 gauge	4 45
16 gauge	4 55
18—20 gauge	4 80
22—24 gauge	4 85
26 gauge	4 90
28 gauge	5 10

GALVANIZED SHEETS—	Queen's Head	Fleur de Lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 70	6 45
22 gauge	6 65	6 40
18—20 gauge	6 40	6 15
Other Brands—		
10¾ oz.	7 00	——
28 U. S. base	6 50	——
26 U. S. base	6 25	——
24—22 gauge	6 10	——
20—18 gauge	5 90	——
16 gauge	5 75	——

Above prices are for ½ ton lots in English iron and 1000 lb. lots in American iron with an extra charge of 25c. for less quantities. Extra for sheets 3 ft. wide, 28 gauge and 10¾ oz., 25c, per 100 lbs.

Further extra for sheets 4 ft. wide according to gauge.

TIN PLATE—	
20 x 28 x 100 lb. basis	12 25
20 x 28 IC, 112s	12 75
20 x 28 IX, 112s	15 00
20 x 28 IXX, 56s	8 50
20 x 28 IXXX, 56s	10 00
TERNE PLATE—	
20 x 28 IC, 112s, 200 lb.	12 50
20 x 28 IC, 112s, 214 lb.	13 00
CANADA PLATE—	
Half bright 52s	4 85
Half bright 60s	4 90
Blued 52s	5 10
Blued 60s	5 15
Welsh, polished, 52s	6 50
Welsh polished, 60s	6 75
Galvanized, 52s	7 25
Galvanized 60s	7 75

MORE SATISFACTORY CONDITIONS IN IRON AND STEEL

Montreal.

A steady to firm attitude is again presented in the market for bar iron and

steel products. Current business is only fair, and orders are for the most part small and of a sorting character, reflecting the usual condition at the present holiday and inventory period. As outlined in last week's report, however, there is more interest showing for future, and forward deliveries are being made at to-day's prices. As in other iron and steel commodities, it is expected that bar products will show an improved market tone, with a steady to firm situation assisting in this direction. Local average quotations are as follows:

IRON AND STEEL—

Common bar iron, 100 lbs.		3 15
Refined iron		4 65
Irish finish machinery steel		3 20
Mild steel		3 15
Single reeled machinery steel		5 25
Band steel	3 50	3 65
Spring steel	4 75	8 50
Sleighshoe steel		3 15
Tire steel		3 35
Harrow tooth steel		3 30
Toe caulk steel		4 05
Mining tool steel, per lb.		0 20½
Black Diamond tool and cast steel, per lb.		0 20½

NOTE.—Refined iron is approximately $1.50 per cwt. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Iron and steel 3-16 in. and thinner, 50c. per 100 lbs. extra.

NO CHANGES IN VALVE AND BIBB QUOTATIONS

Montreal.

Current quotations on valves and bibbs are unchanged, and while the market is described as steady in most quarters, there is still a feeling among some that minor revisions on certain lines will be made early in the new year. Recent minor fluctuations in raw materials have apparently not materially affected the market for finished products. Prevailing discounts are:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Quick opening compression bibbs	45%
Bath cocks, compression	41%
Jenkins iron body, gate	25%
Bath cocks, quick opening	41%
Basin cocks, quick opening	46%
Flatway stop and waste cocks, standard	54%
Roundway stop and waste cocks, standard	46%
Brass steam cocks, standard	50%
Radiator valves, standard	58%
Do., removable discs	58%
Globe, angle and check valves, standard.	25%
Gate or straightway	25%
Emco Globe valves	33%
Emco check valves	33%
Jenkins gate or straightway	16%
Jenkins iron body, globe and angle	15%
Jenkins Globe, angle, check and swing check	10%
Jenkins iron body, gate	25%

Toronto, Ont.

TORONTO, December 28.—Price developments on the current hardware markets are decidedly moderate in point of numbers. The holiday atmosphere is evident in many quarters and business is on a more or less reactionary basis from the brisk activity recorded in recent weeks. The lack of numerous market revisions is also in direct contrast to conditions which prevailed at this time last year when a lengthy budget of price changes was apparent. As foreshadowed in previous issues, an advance has materialized on asbestos products, the revision in discounts bringing the anticipated higher levels into effect.

PRICES ADVANCED ON ASBESTOS PRODUCTS

Toronto.

As foreshadowed in a former issue of Hardware and Metal, a revision has now been made in quotations on asbestos products. Discounts on air cell pipe covering have been reduced ten points, thus bringing higher price levels into effect on these products. Asbestos sheathing is likewise advanced, the new price being around eight cents per pound. Magnesia pipe covering also undergoes a similar revision, while boiler covering appears with an upward tendency. This revision is attributed to the firmer trend in primary markets, a condition previously pointed out. There is a shortage of asbestos fibre at production centres, and manufacturers state that under the present trend of the market, another advance might be expected should the upward movement continue in basic elements. Following are revised quotations:

ASBESTOS PRODUCTS—

Pipe Covering—
Air cell, 4 ply .....50 per cent. off list.
Air cell, 3 ply .....55 per cent. off list
Air cell, 2 ply .....57½% off standard list.
Boiler Covering .....$1.50 to $2.00
Asbestos Sheathing .....$8.00 per 100 lbs.
Magnesia pipe covering .....less 35%

FIRM UNDERTONE IN MANILA MARKETS

Toronto.

A firmer tone is now evident in primary manila markets, as good manila fibre has advanced several cents per lb. during the last few weeks. This has been reflected to a minor extent in the undertone of the rope market. Although the production of fibre has been extensive during the past year, it is pointed out that this has been absorbed fairly rapidly, owing to the increased general demand from manufacturers. That there is an underlying tendency to advance quotations on manila in the near future, is the current opinion expressed by rope manufacturers. Business is described as fairly satisfactory, spring bookings for cordage coming along in nice volume. Compared with former records, it is said that buying in general reflects more confidence in the business outlook and an average improvement in basic conditions.

COTTON WASTES CONTINUE AT REVISED LEVELS

Toronto.

Quotations on cotton wastes are still holding at the recently revised levels, and while the opinion has been expressed in certain quarters that a further upward movement might develop early in the New Year, up to the present no change of this kind has materialized. It is generally recognized, however, that prices are on a firm basis, and should raw cotton continue to climb and this factor be reflected in cotton wastes, the opinion is expressed that additional slight increases would not be surprising. The following levels govern the local market at present:

COTTON WASTES—

Cream, polishing	$ 0.19
White, XXX	0.19
XX	0.17
X	0.16
XC	0.14½
XXX. extra	0.17
XX, grand	0.16
XLCR	0 15
X, Empire	0 13½
X press	0.12
Colored. No. 1	0.13½
No. 17	0.12½
No. 1A	0.11½
No. 1B	0.10½
Fancy	0.14
Lion	0.12½
Standard	0.11
Popular	0.09½
Keen	0.08

Above lines subject to trade discount for quantity.

BOILER TUBE BUSINESS IN NORMAL STATE

Toronto.

There is a remarkable amount of business in boiler tubes at the present time, according to the opinion expressed this week by distributors. Trade is more or less in a moderate condition at this period, but one factor of some importance is that competition is not so keen as was formerly the case, and this is described as an indication that distributors have new supplies of higher-priced stocks on hand. No changes have developed from the following levels, which are representative of current transactions:

BOILER TUBES—

	Seamless	Lapweld
¾ inch	19 00	....
1 inch	20 00	....
1¼ inch	22 00	....
1½ inch	24 00	....
1¾ inch	24 00	23 00
2 inch	22 00	19 00
2¼ inch	24 00	21 50
2½ inch	27 00	23 50
3 inch	34 00	28 50
3¼ inch	36 00	33 00
3½ inch	38 00	32 00
4 inch	50 00	42 00

STRONGER UNDERTONE IN SHEET MARKETS

Toronto.

While trading in sheets and plates is passing through the usual moderate stage for this time of the year, yet the undertone is reflecting continued strength. Producers are stated to be well filled with orders and deliveries are still in the same situation, mills having their output signed up well ahead.

Steel makers are confident that the present scale of operations will be maintained throughout the first quarter of the New Year. Order books are fairly well filled and prices of finished products remain firm. Even pig iron prices, which have been receding ever since the coal shortage began to be relieved, have turned upwards, a circumstance which suggests that the bottom of this market has

been reached. One factor in hardening the pig iron market is a stiffening in coke prices, which in turn is due to a quickened demand for soft coal with the advent of cold weather.

GALVANIZED SHEETS—

	Premier and Apollo
10¾ oz.	6 65
U. S. 28 base	6 25
U. S. 26 base	5 95
22 and 24	5 80
18 and 20	5 65
16	5 50
12 and 14	5 35
	Queen's Head
28 gauge, base	7 15
26	6 75
24	6 45
22	6 30
	Fleur de Lis
28 gauge, base	6 90
26	6 50
24	**6 20**
22	6 05

An extra 40c. per 100 lbs. is charged for Key stone and Premier bands copper-bearing sheets.

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown in 20c. per 100 pounds.

BLUE ANNEALED SHEETS—

10 gauge, base	4 20
12 gauge	4 25
14 gauge	4 30
16 gauge	4 35

BLACK SHEETS—

18-20 gauge	4 90
22-24 gauge	4 95
26 gauge	5 00
28 gauge	5 10

A charge of 25c. per 100 lbs. is made for less than case lots. An extra 10c. per 100 lbs. is also charged on sheets 26 in. wide.

PLATES, CANADA—

Ordinary, 52 sheets	4 90
Do., 60 sheets	5 00
Blued and oiled, boxes 52s	5 50
Do., Do., 60's	5 60

WELSH CANADA PLATES—

Cold polished, 18 x 24,—52's	6 25
Do., do., 60's	6 50

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	12 75
IX, 20 x 28, 112 sheets	15 00
IX, 20 x 28, 56 sheets	8 50

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	10 00
IXX, 20 x 28, 56 sheets	12 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

NO ACCUMULATION OF WROUGHT PIPE STOCKS

Toronto.

While the volume of business in wrought piping during the winter months is somewhat restricted on domestic markets, and is considerably reduced during the holiday and inventory periods from the brisk activity recorded a couple of months ago, yet owing to a continued shortage in the supply of certain raw materials it is pointed out that mills are not able to accumulate any degree of stocks. This factor has also contributed towards the maintenance of firm price levels on pipe, while it is stated that for these reasons the probabilities are that deliveries will be slow during the early part of 1923. As pointed out in previous reports, more activity has been recorded in smaller sizes of black and galvanized pipe due to the building boom of the dwelling house variety experienced in the past season. On the other hand, the movement of larger sizes, three inches and up, has been retarded because of the lack of industrial building under construction. While quotations on wrought piping were advanced several times during the past year, each increase was of minor extent and the aggregate advance did not represent the proportion of higher costs in production field.

List No. 57 continues to govern the local market.

WROUGHT PIPE

Price List No. 57. November, 1922.

Standard Buttweld Pipe S/C

Size	Steel Blk.	Gen. Wrot. Galv.	Iron Blk.	Iron Galv.
⅛ in.	6.00	8.00	....	....
¼ in.	3.96	6.00	7.20	9.30
⅜ in.	3.96	6.00	7.20	9.30
½ in.	5.02	6.55	7.31	8.93
¾ in.	6.10	7.82	8.86	10.70
1 in.	8.67	11.22	12.75	15.47
1¼ in.	11.73	15.18	17.25	20.93
1½ in.	14.03	18.15	20.63	25.03
2 in.	18.87	24.42	27.75	33.67
2½ in.	29.84	38.61	....	....
3 in.	39.02	50.49	....	....
3½ in.	50.60	64.40	....	....
4 in.	59.95	76.30	....	....

Standard Lapweld Pipe S/C

Per 100 feet.

	Blk. Steel	Galv. Gen.	Blk. Wrot.	Galv. Iron
2 in.	22.20	27.75	31.08	37.00
2½ in.	32.76	41.54	46.80	56.16
3 in.	42.84	54.32	61.20	73.44
3½ in.	51.52	65.32	73.60	88.32
4 in.	61.04	77.39	87.20	104.64
4½ in.	71.12	90.17	1.07	1.27
5 in.	82.88	105.08	1.24	1.48
6 in.	1.08	1.36	1.61	1.92
7 in.	1.40	1.79	2.07	2.50
8L in.	1.48	1.88	2.18	2.63
9 in.	2.07	2.62	2.97	3.59
10L in.	1.92	2.43	2.82	3.39
10 in.	2.47	3.13	3.63	4.37

DISCOUNTS UNCHANGED ON CAST IRON FITTINGS

Toronto.

No change has yet developed in quotations on cast iron fittings, although the feeling still prevails in certain quarters that some easier levels will become effective on these products in the New Year. Discounts on other pipe fittings continue unchanged, with moderate trade being recorded at this period, due to inventory and other seasonal elements. Following are current quotations:

PIPE FITTINGS—

Cast iron fittings	27%
Plugs, case iron	27%
Do., solid	27%
Do., countersunk	27%
Bushings, mail	30%
Bushings, cast	30%
Unions, ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged unions	**30%**
Flanged fittings	30%
Dart Unions, blk., ¼ to 2 in.	34%
Do., ⅛ in. to 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk. and galvd. ⅛ to 4 in., close and short	55%
Do., 4½ in. and larger	45%
Do., long, ⅛ in. to 4 in.	60%
Do., 4½ inch and larger	50%
Do., running thread	35%
Couplings, 4 in. and under	25%
Do., 4½ in. and larger	5%

MALLEABLE FITTINGS—

New piece list, adopted June 1, 1922.

1 in elbow	0 32	0 53
2 in. elbow	1 05	1 70
1 in. tee	0 43	0 70
3 in. tee	1 45	2 40
1 in. coupling R. & L.	0 33	0 53
1 in. locknut, R. & L.	0 15	0 23

Discount, Classes, A B and C, less 70 per cent.

REVISION MAY DEVELOP IN CEMENT PRICES

Toronto.

That some minor revision may develop on cement quotations early in the New Year is the current opinion found in production centres. Prices on cement have remained on a steady basis for some time. There is very little moving at present, but business is described as normal and satisfactory for this season. Another brisk period of building activity is anticipated for 1923, with some indication that large construction work will be on a heavier scale than was the case in the past season. Prevailing quotations follow:

CEMENT—Carload Lots—

Per barrel	3 63
Less Carload Lots—	
Per barrel, f.o.b. yard	4 35
Per barrel, delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

FIRM UNDERTONE TO RANGE BOILERS

Toronto.

While trade in range boilers is seasonably quiet at this period, yet the undertone of the market continues quite firm. Current discounts remain unchanged, and it is stated by manufacturers and distributors that little change is anticipated for the opening weeks of the New Year at least. Prices remain unchanged at the following levels:

RANGE BOILERS—

Size	List Price
5 gallon	$ 13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 60
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 40 per cent; Extra heavy, 30 per cent.

STEADY TO FIRM TONE IN LEAD AND ZINC GOODS

Toronto.

Business in lead and zinc goods is described as keeping up in fair volume for this season, with prices on a steady to firm basis. Primary metals continue to hold the recent improvement, and this strength is reflected in the finished products to a certain extent, as previously referred to. The inventory period now leaves the field clearer regarding prospects for the new year's business and an optimistic tone is generally evident. No change has developed from the following local price levels:—

LEAD AND ZINC GOODS—

Lead pipe, list per lb.		0 14
Lead Waste, pipe, list, per lb.		0 15
Do., over 8 in., list per lb.		0 16
Lead pipe is subjected to a discount of		10%
Lead traps and bends		15%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	0 09½	0 10
Cut sheets, ¾c. lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 31
Do., wiping, lb.		0 23½
Strictly		0 23½
Do., guaranteed, lb.		0 26½
Do., commercial, lb.		0 23½
Zinc sheets, per lb.	0 11	0 12

NO CHANGES ANTICIPATED IN TROUGH AND PIPE

Toronto.

While trade in eavestrough and conductor piping and kindred lines is naturally of a very light nature at this time of the year, yet conditions are described as fairly good. More interest is evident in the development of raw ma-

terials which may have a bearing on the future trend of price levels on these finished goods. At the present time, however, it is stated that no changes are anticipated, and the following quotations remain unchanged:—

TROUGH (Eave)—

O. G. Square Bead—

	Per 100 ft.		Per. 100 ft.
8 inch	$15 90	15 inch	$28 80
10 inch	17 70	18 inch	36 80
12 inch	21 20		

O. G. Round and Half Round—

8 inch	16 90	15 inch	29 80
10 inch	18 70	18 inch	37 80
12 inch	22 20		

Less 70 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cent.

CONDUCTOR ELBOWS—

Plain, round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

SATISFACTORY VOLUME OF TRADE IN RADIATORS

Toronto.

The recent recovery in pig iron prices serves to strengthen the market for radiators and boilers, while maintaining the steady to firm undertone formerly recorded. Although current activity is moderate in extent, the prevailing price levels are unchanged, it being pointed out that no developments have occurred in basic elements. Referring to the volume of business recorded this season, one manufacturer stated that heating systems had generally experienced a brisk demand over a period of several months and satisfaction was expressed with the movement up to this time. How records compared with former seasons was something not yet available, although the general opinion was that the movement was considerably heavier because of the impetus afforded through the enlarged building activities. No changes are made in the following quotations:—

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in. $1.40; 16 in. $1.50; 14 in. $1.55; 13 in. $1.60.

Discount on 2, 3, and 5-column standard sizes, 55 per cent. for water and 56 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 47 per cent. for water and 48 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft. $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 52 per cent.

BOILERS—

Water:

Round, 60 per cent off list. Square, 20 per cent. off list

Steam:

Round, 25 per cent. off list; square, 15 per cent. off list.

FAIR TRADE VOLUME IN BRASS AND COPPER

Toronto.

The basic metals entering into the production of brass and copper goods such as rods, tubing and sheets, are apparently attempting to climb up again. While this movement has been of a minor extent up to the present, it is described as the forerunner to general improvement in these products. Current business is also very good, that is for this time of the year. Quotations on these lines remain unchanged, as follows:

BRASS—

Sheets base, per lb.	0 23
Tubing, base, per lb.	0 30
Rods, base, per lb.	0 22

COPPER—

Rods, base, per lb.	0 30
Soft Sheets, plain, 16 oz. and heavier, per lb.	0 29
Do., plain tinned 16 oz. and heavier, per lb.	0 36
Do., polished and tinned, 16 oz. and heavier, lb.	0 41
Tubing	0 33

STEEL MARKETS WITHSTANDING SEASONAL DULLNESS

Toronto.

The steel market is apparently withstanding the seasonal lethargy of late December and the winter depression somewhat better than in former seasons. Current price levels remain unchanged locally, and the opinion is now expressed that existing quotations will not experience any marked revision during the ensuing weeks. That the industry is awaiting the development of another building program, is evidently numbered among the underlying anticipations for renewed activity in 1923, the opinion being expressed that the whole system of

"How the 'Morden Experiment' put New Aspect on Business for the Retailer and Others"

This is the title of an article written specially for Hardware and Metal by C. H. S. Bamford, Sales Manager J. H. Ashdown Hardware Co., Ltd., Winnipeg, showing how the Sales Managers' Association of Canada conducted an experiment in Morden, Manitoba, which has shown how certain fundamental practices underlying business conditions can be applied or altered to improve conditions for retailers and others. Meeting mail order competition, the cut price bogey and other such problems, this article gives a wealth of splendid data to the trade.

Hardware Prices Declined 5.26 per Cent. During Past Year. What of the Outlook for 1923?

By the use of charts a great deal of information has been concentrated into brief form indicating the trend of average hardware prices during 1922 and comparison with pre-war prices. There are also given a number of comments of outstanding manufacturers and wholesalers concerning the probable price trend in the first quarter of 1923. This article will help you with your buying.

Turning Over a $10,000 Stock of Automobile Accessories Three Times in One Year.

Some unique selling methods are applied by Geo. Stirrett Hardware, Toronto, to the sale of auto accessories, which have developed for it a $30,000 annual business in competition with garages.

These and many other splendid features are provided for the January 6 issue of Hardware and Metal. It is the first of the New Year issues, which will be brighter and more helpful than ever before.

steel prices will likely depend to a large extent upon the extension of such construction work, both in Canada and the United States. This element alone, is described as supplying sufficient momentum to the steel trade to carry it through the coming year with every prospect of solidity and strength. Coupled with these factors, it is pointed out that pig iron has recovered and is now experiencing an improved demand, while there is some ground for suspicion that the current demand for steel in primary centres is due to fear on the part of buyers that another coal strike may develop next April.

IRON AND STEEL—

Mild steel bars, base	3 25	3 40
Mild steel bands, 3-16 in. base	3 75	3 90
Bar iron, base	3 25	3 40
Angle iron, base	3 35	3 50
Horse shoe iron		3 90
Tire steel		3 50
Spring Steel	7 00	8 00
Sleigh shoe steel		3 40
Cold drawn steel		4 50
Hoop steel		4 75
Norway iron		12 50
Toe caulk iron		4 10
Crucible cast sheet steel		28 00
Mining drill steel		18 50
Cast tool steel, high grade		30 00
Cast tool steel, medium		18 00

RAW MATERIAL TREND AFFECTS CORRUGATED

Toronto.

Chief interest in the corrugated sheet market at this time of the year centres around the trend of raw materials. In this respect it is pointed out that for a variety of reasons the supply of basic elements—from a production viewpoint—has continued somewhat difficult to obtain. This condition is reflected to an extent in the undertone of the market as affecting the finished product, and although little activity is evident at this season, yet existing price levels remain steady. Manufacturers point out that on the basis of raw material costs, existing price levels are well down to replacement values and firmness in quotations is expected to prevail during the initial quarter of the New Year.

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.
Lighter than 24 gauge and wider than 27 ins., 75 cents per square extra.

QUIETNESS REIGNS IN SCRAP MARKETS

Toronto.

The month of December was an exceedingly quiet one in the scrap material markets and particularly in scrap iron. Transactions are not showing any volume, and recent reports from southern primary centres also indicate that matters appear to be at a temporary standstill. However, it is noted that large operators are optimistic as to the outlook for the New Year. Steel mills have steadily increased the ratio of production, while it is pointed out that most of them have orders on their books which will enable continued operation at the existing capacity for some months. While it might be expected that the fall and rise of pig iron prices would be reflected in the scrap market to some extent, yet the consideration is made that the movement in pig iron was largely the result of specific conditions which have not affected scrap very materially. Following are the dealers' average buying prices for fairly large quantities:

SCRAP MATERIALS—

Scrap Iron

Heavy melting steel	10 00
Scrap pipe	7 00
Steel turnings	10 00
Malleable scrap	10 00
Rails, scrap	11 00
Net tons—	
No. 1 cast	18 00
Stove plate	14 50
Car Wheels, (std.)	14 00

Scrap Metals

Heavy copper wire	11 00
Light copper	9 00
No. 1 composition	9 00
Red brass turnings	7 00
Light brass	4 50
Heavy yellow brass	5 25
Heavy lead	4 50
Tea lead	3 00
Scrap zinc	3 50

Scrap Rubber

Boots and shoes	2 25	2 75
High rubber boots	1 50	1 75
Auto tires	0 25	0 50
Solid tires	0 60	1 00

QUIET WEEK IN NON-FERROUS METAL GROUP

Toronto

The holiday atmosphere, combined with inventory and similar element, have contributed to a quieter week in ingot metals. Prices have generally remained steady, both on domestic and primary centres, while the undertone has continued firm. Lead and spelter are in a quiet state, but a firm condition is recorded. Tin and copper continue strong, while seasonal dullness is evident in the other non-ferrous metals.

COPPER.—Buying of copper has been less active on both domestic and outside markets as the business has generally taken on a holiday character. The recent improvement in prices at southern primary centres has been maintained, and while the present undertone is not considered quite so strong, prices have not suffered, and very little change is evident.

TIN.—Prices on this metal continue firm and the undertone remains one of strength. There is reported little current demand except for spring deliveries, but primary market quotations are slightly higher again. Domestic levels are unchanged.

LEAD.—The lead market remains firm, but conditions are described as quiet. This is partially attributed to the usual December slackening in consumption of this metal. There is also the inventory and holiday reaction to be taken care of. Bookings for the coming month are described as good, leaving little excess supplies on hand. There is a quiet condition, however, in outside markets.

SPELTER.—This market is also quiet but a steady tone prevails. That has been caused by the slight upward turn in London, which is taken to herald renewed interest in this direction. There is a gradually increasing disposition towards 1923 bookings on the part of domestic consumers. Consumption of zinc has been fairly heavy and it is believed that inventories will generally be on the light side.

ANTIMONY.—This market is dull and lifeless at present, the quietness previously recorded having been accentuated by holiday reaction. Prices continue at former levels, both on domestic and primary centres.

ALUMINUM. — There have been no new features in the aluminum market, but a note of optimism is prevalent for the future, it being felt that the demand during 1923 will be good, and prices may therefore continue on a steady gain.

INGOT METALS—

Copper	17 25
Tin	41 00
Lead	7 50
Spelter	9 50
Antimony	8 50
Aluminum	22 00

London, Ont.

LONDON, December 28.—Hardware price changes this week are in a minor vein, both as regards quantity and extent. Linseed oil and turpentine are both revised. The lack of numerous price developments is in direct contrast to conditions existing in the markets at this time last year. There is the customary reaction to business this week, after the holiday rush, while inventory also contributes a quieter tone.

WHITE LEAD IN OIL PRICES REMAIN FIRM

London, Ont.

The demand for white lead in oil is on a quieter basis at present, and no development has been recorded in regard to prices.

WHITE LEAD IN OIL—

	Tons	Less Tons
	Per 100 lbs.	
Pure	13 55	13 90
Elephant	14 05	14 40

ELECTRICAL PRODUCTS AMONG HOLIDAY GOODS

London, Ont.

Electrical products generally are numbered among the seasonal lines that enjoyed a brisk volume of holiday trade. Active sales are recorded for toasters, irons, grills, percolators, heaters, hair curlers, flashlights and batteries.

SUBSTANTIAL PRICE DECLINE IN TURPENTINE

London, Ont.

Turpentine price levels took a sudden drop this week, a recession of fifteen cents per gallon being recorded. This change brings current quotations to the $2 level, and is chiefly the result of the dulness in trade at this time, combined

with heavier receipts at southern primary centres. New prices follow:

TURPENTINE—

	Imp. Gal.
1 barrel lots	2 00
2 to 4 barrel lots	1 99
5 gallon lots	2 15

GOOD SALE CONTINUES FOR ASH SIFTERS

London, Ont.

The current sale of ash sifters continues good, and in seasonable proportions. Prices remain unchanged.

ASH SIFTERS—

Common Wood Sides	Doz.	2 75
Banner, No. 2	Each	2 65
Banner, No. 3	Each	1 95

WEATHER BRINGS CALL FOR SHOES AND CALKS

London, Ont.

Snow and ice, which has been prevalent through recent weeks, has served to create a good demand for horse shoes and calks. The weather is seasonal and this activity continues. Quotations on the Neverslip shoes are list less 10 per cent., and on calks list less 15 per cent.

WEATHER STRIP AMONG BRISK SELLING LINES

London, Ont.

Weather strip continues to be numbered among brisk-selling seasonal lines. Prices are, however, on a steady level at present. Following are existing prices:

WEATHERSTRIP—

Frost King—$5.00 doz.; Wood and Felt, 50-5 per cent. off list. Bronze, 1⅛" $1.05 per carton; Bronze 1¼"—$1.12 per carton; Bronze, 1½"—$1.15 per carton.

LINSEED OIL PRICES ADVANCE FIVE CENTS

London, Ont.

An advance of five cents per gallon features the linseed oil market this week. This development is primarily based upon the position of flaxseed, as there is very little oil moving at present. The revised levels are as follows:

LINSEED OIL—

	Raw Imperial Gal.	Boiled Imperial Gal.
1 to 2 barrels	$ 1 15	$ 1 18
3 to 4 barrels	1 14	1 17
6 to 9 barrels	1 12	1 15

Less barrels, 15 cents per gallon.

TEN PER CENT. INCREASE ON WRENCHES

London, Ont.

Quotations on knife-handled machinist wrenches have been advanced approximately ten per cent. Following are new net prices:

KNIFE-HANDLED WRENCHES—	Per Doz.
6 inch	9 10
8 inch	11 00
10 inch	13 50
12 inch	17 10
15 inch	23 15
18 inch	29 25
21 inch	35 35

WINDOW GLASS SALES OF MINOR NATURE

London, Ont.

The current movement of window glass continues to be of an average nature, although orders are now limited to small quantities. There has been no revision in quotations, the price trend remaining firm at unchanged levels included in the current market quotation pages.

Winnipeg, Man.

WINNIPEG, December 28.—Wholesalers and retailers report that the demand for holiday lines has been very satisfactory. Collections are showing a slight improvement. Stocks at the present time are light and the trade is looking forward to a steady business during the winter months. Both declines and advances are noticed this week. Spades and shovels have moved upward, also Jones' grain scoops. Japanned repair links, range boiler stands and air compressors show a slight reduction. Turpentine and linseed oil remain steady at unchanged prices.

PRICES MOVE UPWARD ON JONES GRAIN SCOOPS

Winnipeg.

There has been a slight advance in quotations on Jones' grain scoops. Sizes 4 are quoted at $17.85 per doz. Size 6, $19.65. Size 8, $20.45. Size 10, $21.15.

PRICES DECLINE ON RANGE BOILER STANDS

Winnipeg.

Range boiler stands of the regular type have shown a slight decline.

RANGE BOILER STANDS—

Regular—	
Size 12 in. each	2 43
Size 13 in. each	2 56
Size 14 in. each	2 64
Size 16 in. each	2 84
Size 18 in. each	3 24
Size 20 in. each	3 74
Size 22 in. each	4 05
Size 24 in. each	4 45

AIR COMPRESSORS SHOW SLIGHT REDUCTION

Winnipeg.

Air compressors have been reduced in price and following quotations are now in effect.

AIR COMPRESSORS—

Size 2	39 70
Size 3	50 10
Size 4	52 90
Size 5	113 40
With T. and L. Pulleys—	
Size 2	43 45
Size 3	53 85
Size 4	56 70

TURPENTINE PRICES REMAIN STEADY

Winnipeg.

The local price of turpentine holds steady at $2.45 in barrel lots.

WEATHER STRIP CONTINUES IN GOOD DEMAND

Winnipeg.

Weatherstrip continues to be an active seller. Prices are on a steady level without any change.

REPAIR LINKS NOW QUOTED AT LOWER LEVELS

Winnipeg.

Japanned repair links to rivet have shown a slight decline and quotations are as follows:

REPAIR LINKS—

Japanned to rivet—	
Size ¼ in. per doz.	0 55
Sizes 5/16 in. per doz.	0 60
Sizes, ⅜ in per doz.	0 70
Sizes 7/16 in. per doz.	1 10
Sizes ½ in. per doz.	1 40
Sizes 9/16 in. per doz.	2 10
Sizes ⅝ in. per doz.	2 75

LINSEED OIL MARKET UNCHANGED IN PRICE

Winnipeg.

Linseed oil prices remain unchanged at $1.20 per gallon in barrel lots for raw and $1.23 for boiled.

REVISED DISCOUNT ON SPADES AND SHOVELS

Winnipeg.

Spade and shovels have shown a slight advance in price, due principally to the higher cost of raw materials. Following are the latest quotations:

SHOVELS—

D. Handle Rd. Pt.—	
Olds, Size 2 per doz.	14 00
Jones, Size 3 Black per doz.	15 45
Jones, Size 2, Polished, per doz.	16 45
Corporation, per doz.	15 50
Garry Size 2 per doz.	13 00
Bull Dog, Size 3, black per doz.	15 45
Bull Dog Size 3 polished, per doz.	16 45
D. Handle Square Pt.—	
Olds Size 2 Per doz.	14 00
Jones, Size 3 Pol. per doz.	16 10
Garry, Size 2 Blk., per doz.	13 00
Bull Dog, Size 2 Pol. per doz.	16 10
Sand Shovels—	
Size 4, per doz.	15 70
Size 5, per doz.	16 10
Moulders, Size 2 Pol. per doz.	15 70
Long Handle Rd. Pt.—	
Olds, Size 2 per doz.	14 00
Jones, Size 2 per doz.	16 10
Garry, Size 2 per doz.	13 00
Bull Dog, Size 2, per doz	16 10
Long Handle Square Pt.—	
Olds, Size 2, per doz.	14 00
Jones, Size 2 per doz.	16 10
Garry, Size 2 per doz.	13 00
Bull dog, Size 2, per doz.	15 20
Irrigation Shovels, Bull Dog, Size 1 per doz.	15 25

SPADES—

D. Handle—	
Olds, Size 2 per doz.	14 00
Jones, Size 2 per doz.	16 10
Garry, Size 2 per doz.	13 00
Bull Dog, Size 2, per doz.	16 10
Long Handle—	
Olds, Size 2 per doz.	14 00
Jones, Size 2 per doz.	16 10
Garry, Size 2 per doz.	13 00
Bull Dog, Size 2, per doz.	16 10

Hamilton, Ont.

Annual Inventory Now Claims Premier Attention in Hardware Industry

HAMILTON, December 28.—Market developments during the holiday period are on the conservative side. Hardware price changes, however, are generally expected to become more numerous again with the arrival of

the new year. Considerable interest is manifest in the trade concerning the trend of hardware quotations, and while some reductions are more or less anticipated on certain lines, yet the firm undertone apparent in raw material centres, is also reflected in the strengthened attitude of numerous finished products. In recent years a lengthy budget of price revisions has appeared during the first few weeks following the holiday period, and while the opinion is expressed that 1923 will be no exception in this respect, yet market developments may not be on such a broad scale as in former seasons, owing to the trend of basic elements on the one hand, with the seasonal requirements of the industry on the other. Market reports during the opening weeks of the new year should contain both interesting and valuable information.

A popular movement is recorded in ice skates, glass ovenware, hockey supplies and accessories, hockey sticks, horse shoes and calks, hand sleighs, silverware, cut glass, razors, pocket cutlery, brass ware, cross cut saws and other seasonal merchandise. Jobbers are now taking stock and most of the hardware salesmen are off the road at present. Spring bookings are reported as more general in the last two or three weeks. It is pointed out that the nature of buying throughout the year has resulted in retailers' stocks generally being at a comparatively low point.

Current operations at steel mills reflect various conditions as to orders. Such operations are being watched for the indications that they may furnish as to business conditions for next year. Movements just now as to production are not particularly significant, however, on account of the annual inventory period. Normally buyers like to have reduced shipments at this time to lighten their inventory, even though they may need much more material later on. There is said to be an increased ground for suspicion that part of the demand for steel shipments at this time is due to fear on the part of buyers that there will be another coal strike next April. Reports from primary centres show that opinion on this subject is divided. However, it is recognized that there is such a possibility, hence there is a contingency to be provided for.

A temporary lull is now evident in paint and varnish circles, which is principally attributed to the inventory period, and also the holiday season. It is stated that general prospects point toward another good session of activity for these products in the Spring of 1923, and manufacturers and distributors report making preparations accordingly. Forward Spring shipments are reaching a good total, and this aggregate is said to be satisfactory.

St. John, N. B.

Slight Increase in Maritime Holiday Business Over Records of Former Seasons

ST. JOHN, N. B., December 28.—A very heavy fall of snow just a few days before Christmas had the effect of giving the sale of sleds and framers a considerable boost. During the last few days the delivery teams of the local hardware stores have been loaded down with these goods. The demand for tubular skates lasted right up to the holiday, and in many cases the required sizes were sold completely out. One of the wholesale houses reports a very attractive business in all lines of hardware, with many rush orders on hand for immediate delivery. There was the usual last-minute rush of express orders to fill up Christmas stocks in instances where the hardware merchant had not bought heavily enough, and in lines on which there had been a heavy run. One hardware merchant claims to have done a record business in fireside furnishings. He stated that never before had they experienced such a demand. He attributed this gratifying condition to the fact that he had made a special display of a good line he had received especially for the holiday season. The goods included brass fenders, fire-side sets brass coal scuttles, spark guards and andirons. The sale of household electrical goods has been very good, much greater than last year, special interest being shown in toasters, percolators and electric irons. The toy business has been large in volume, but owing to the fact that many merchants throughout the city put in a stock as a side-line for the season, the business has been somewhat cut up, with the result that a good deal of stock will be carried over. Grocers, dry goods merchants, music stores, stationers as well as the hardware stores in many cases this year sold toys.

After interviewing many of the hardware merchants of this city, in order to compare business with last year, consensus of reports showed that sales amounted to practically the same as last year, with a slight increase in some cases. Christmas business last year was considered to have been very satisfactory. Taking into consideration that the prices of practically all seasonable goods, especially those suitable for Christmas gifts, are lower than they were last year, an equal amount of money taken in represents a considerable increase in the quantity of goods sold. This week all travelers were in, and were kept busy looking after the customers of the wholesale houses, who make a practice of spending a few days in St. John at Christmas time. New prices have been put into effect on galvanized and black sheet iron, showing a decline. Quotations are as follows:—

Galvanized. Less than one ton, in bundles of about 150 lbs., 28 gauge $7.25; 26 gauge $9.85; 24 and 22 gauge $6.70; 20, 18 and 16 gauge $6.55 per 100 lbs. Less than bundles, 7½ cents per pound.

Black, less than one ton, in bundles, 28 gauge $4.70; 26 gauge $4.55; 22 and 24 gauge $4.50 ;10 to 18 gauge $4.40. Less than bundles, 5½ cents per pound. All net cash thirty days. In lots of one to three tons less five per cent.

Sheet lead shows an advance, present prices being:

SHEET LEAD—		Full Rolls
In rolls 8 ft wide:		
2 lbs.	13 00	0 14
2½ lbs	13 00	0 14
3 lbs.	12 50	0 13½
3½	12 15	0 13½
4 lbs.	12 00	0 13

In rolls 4 ft. wide, the price is 85c per 100 lbs. over the price of rolls 8 ft. wide.

In rolls 7 inch wide:		
2 lbs.	0 14	0 14
3 lbs.	0 13½	0 13½

Summerside, P. E. I.—Reports from Summerside, Prince Edward Island, state that one of the big specialties in hardware is fox netting, and that the last year has been one of the best in the history of the business. The demand for fox wire has been greater than on any former occasion. In fact the demand has been so great that many of the mills have had trouble in filling the orders. Fishing nets, webs and supplies for the trade had a big season, especially with the lobster fishers. It is reported that the prospects for next spring in the fishing industry are exceedingly bright, and dealers in supplies are placing large orders in anticipation of the increased demand. The building trade enjoyed a good season last summer, extending into the fall, and the dealers in lumber found a good market. Practically all the rough lumber used in Prince Edward Island is brought in from New Brunswick by schooner freight. Shingles are selling at $2.50 to $5.00 per thousand, and rough lumber at $25.00 to $30.00 per thousand. The paint trade has been very satisfactory, and it is claimed that the volume of business greatly exceeded that of the last few years. Many contracts which were held over during the high price season during and immediately following the war have been completed, and painters and paint dealers have had a very good year indeed.

Calgary, Alta.

Interest in Alberta Hardware Trade Centers Around Preparations for Next Season

CALGARY, December 28.—The general report is that current trade returns are well ahead of what conditions warranted anticipating, and retailers will close the year with a satisfactory sense of value received for

services rendered. High priced, ornamental and decorative lines have not moved well, but the interest shown in the many lines of practical gift hardware has run the volume up to good figures. Jobbers have handled a nice lot of business to go out by mail and express, especially for cutlery and flat ware lines, which seem to be in good demand. All sorts of winter sporting goods have shown up well in the month's turnover. Skate stocks are badly broken, and skating boots, sleds, and skis figured prominently among youthful gifts. After three weeks of cold weather, mostly below zero, it has turned very mild.

Jobbers are stock-taking and report the usual slackness on general lines due at this season. Good repeat business is coming in on neverslip calks, sleigh bells, horse blankets, but the main interest among the jobbing trade seems to centre around preparations for next season's business. Stocks are lower than a year ago and buyers have placed larger orders with the manufacturers than at this time last year, and have done so with a good deal more confidence. Credit men report outstandings in better shape. Not only is the amount well reduced, but more confidence is felt in that portion which is overdue. The balance sheets for the year will probably include a liberal provision for the unforeseen, and with this will go the feeling that the difficulties of the past two years are put definitely behind, and confidence that the coming year will be classed among the better periods.

Very few price changes are on record. Bookings are fairly well in on the heavier lines at prices to be mutually agreed upon. Changes on the highly finished, more expensive lines are mostly downward, while on goods closer to the raw materials, the market is firm to advancing. The manufacturers' advance on shovels, spades, and scoops, has been put into effect by Alberta jobbers during the week, and current quotations are from 75 cents to $1 per dozen higher than formerly, and are in effect at Calgary, Edmonton, and Lethbridge. Jones and Bull Dog shovels and spades advance from 14.95 to 15.85. Olds and Fox shovels and spades from 13.00 to 13.75. Corporation shovels No. 3, from 15.35 to 16.25. New prices on scoops are as follows: Jones and Moose scoops No. 5—19.95; No. 6—20.40; No. 8—21.20; No. 10—22.00. Black Cat and Crescent scoops No. 2—17.50; No. 4—18.20; No. 5—18.60; No. 6—19.00; No. 8—19.75; No. 10—20.60 per dozen. For full polished all 1.00 per dozen.

Boilers and radiators have again been established at firm figures. For some months an unevenness has been noted locally and this condition seems to have settled to the following levels which are in effect at Calgary, Edmonton and Lethbridge. Round hot water boilers, all sizes, 52 off. Square hot water boilers 15 in. 3 off. Square hot water boilers 19 to 36 in., 8% off, and 48 in., net list. Round steam boilers with Alberta Government trimmings, all sizes, net. Square steam boilers with Alberta Government trimmings, 15 in., 3% off, 19 to 48 in., plus 4% list. Hot water radiation 38 in.—58.00; 32 in.—62.70; 30 in.—65.55; 26 in.—68.40; 22 in.—74.10 per 100 feet. Steam radiation 38 in.—56.00; 32 in.—61.60; 30 in.—64.40; 26 in.—67.20; 22 in.—72.80 per 100 feet. Wall radiation 7 and 9 foot loop, 63.00 per 100 feet.

Linseed oil has advanced five cents per gallon and is now quoted at 1.26 for raw and 1.29 for boiled, at Calgary, Edmonton and Lethbridge, with 10 cents added for less than barrels. The Mossberg line of wrenches and automobile tools have been adjusted for coming season and a new price list No. 24 issued, off which local jobbers are quoting a discount of five per cent.

The trade expects to see firm prices issued on heavy commodities such as barb wire, nails, staples, galvanized wire, plain twist wire, bale ties, etc., to cover early shipments in 1923. The new prices will probably be known during the coming week, and present indication seems to point to higher levels for the first quarter of the New Year.

Pittsburgh, U. S. A.

Willingness of Steel Buyers to Receive Shipments at Same Rate Shows Steadier Market

PITTSBURGH, December 28.—The prominent feature of the manner in which the steel trade is closing the year is the way in which production and shipments keep up. Usually there is a slowing down for December, partly because some manufacturing consumers slow down in their consumption and partly because buyers, whether distributors or manufacturing consumers, like to have the January 1 inventory as light as possible. A year ago for instance, December saw a sharp dip in steel production, the November rate being regained late in January; this year there is no more than a holiday dip, and little even of that. Some mills, it is reported, intended to close for this holiday week, but found delivery requirement such that they concluded to run, stopping only for the holiday. There are a few closings of departments for the week, to allow other departments to catch up with them.

The monthly report of ingot production will probably show production for the month little if any less than the rate of October and November, which was approximately 40,000,000 tons of ingots a year, the highest rate since late in 1920.

Market Seems Steadier

Concurrent with the willingness of steel buyers to receive shipments at the same rates as formerly there is a holding up of prices of bars, shapes and plates, at the 2.00c. level, better than was expected in most quarters. Possibly the market in these lines is even steadier than a month ago. Yet in some quarters it had been considered almost a foregone conclusion that these lines would be down by this time, as they had advanced proportionately more, since the low point of early in the year, than other finished steel products.

Pipe is probably the strongest item on the list, mills being far in arrears in making shipments, although they are gaining a trifle, while new business continues to come in freely. The Riverside plant, in the Wheeling district, which the National Tube Company (Steel Corporation) has put in operation after a long idleness, will be making practically full shipments by about the middle of January, and this will help materially, as the plant specializes on merchant pipe, which has been in the strongest demand of the various tubular goods.

It is reported that the American Steel & Wire Company has 15 weeks of business ahead in nails, which would mean that it can accept little business in nails for first quarter. It seems to be oversold on fence. Independents are fairly well booked, and the nail and fence markets are very strong.

Advance Bookings Are Fair

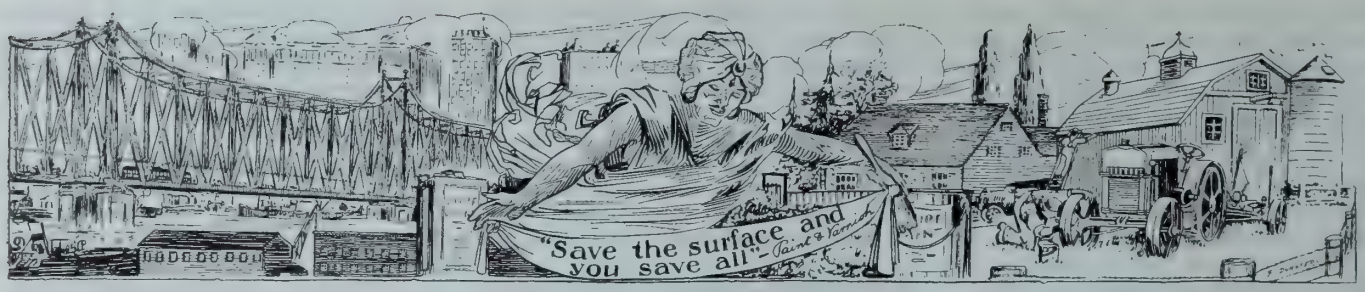
Sheet business is coming in quite well for the season of the year. There is a very fair volume of early delivery business, which is placed without difficulty as some of the independents have not much business ahead. Others, particularly those making special finish sheets, are very well booked ahead. The leading interest is now filled for first quarter. It is now booking business for second quarter, although its formal book opening on November 23 was really for first quarter only. The market is at 2.50c for blue annealed, 3.55c for black, 4.35c for galvanized, and 4.70c, 4.85c or 5.00c for automobile sheets, according to time of delivery and other conditions.

Tin plate production in the past year has been about 1,400,000 gross tons, the record, made in 1917, being a trifle over 1,500,000 tons. Regular domestic consumption was probably the highest, however, as there were light exports and light demand for tin plate making containers for exported oil. The market is firm at $4.75 for 100-pound cokes.

Foundry Iron Prices Up

The demand from the east for Connellsville coke for domestic use has continued and has sent the price up farther, as high as $9.00 being paid on a lot of 25 carloads for eastern distribution, while a fortnight ago the market was

(Continued on page 48)



Paint Cuts the Rate of Depreciation

Buildings and Implements Depreciate an Average Rate of 15% to 20% a Year if Not Properly Protected With Paint—Greet the Paint Customer With a Smile in the New Year—Show the Best Quality Goods First—Pushing Seasonable Specialties

IN LAST WEEK'S issue of Hardware and Metal a review was given briefly of some important selling points as applied to paint and varnish. This is for the use of those merchants who plan on introducing some of them during the new year. These ideas will form the basis of an aggressive selling policy for the new year and can be employed to good advantage.

Emphasis can be laid on the saving effected from the adequate use of paint. The farmer will be interested in paint if you can tell him forcibly that where reasonable care is not given and where repairs are delayed and repainting and revarnishing omitted, implements depreciate at an average rate of 15% to 20% a year and their real life is more than cut in half. Good care cuts the rate of depreciation on farm implements to less than 10% a year according to authoritative records. Some ads might be run by the merchant along the line of protecting the millions of dollars' worth of farm property, including buildings, implements and machinery and showing how paint prevents rot in wood and rust in metals. Barns, silos, fences and houses all deteriorate rapidly if not painted.

Salesmen's Conferences.

The holding of salesmen's conferences periodically to discuss selling arguments as applied to paint and varnish and other hardware lines are an important factor in connection with paint trade. Attending one such conference recently Hardware and Metal heard an interesting discussion concerning the relation of salesmen to customer, and emphasizing the necessity of always meeting the paint customer with a smile. It was also decided best to show the customer the highest quality goods first. While this might seem to be the natural thing to do it had been found on investigation that certain salesmen either through a lack of knowledge or appreciation of the best quality paint, or through sheer laziness, were consistently handing out cans of the cheaper grade paint where customers had merely asked for paint or varnish and not talked price. One store follows the policy of keeping two grades of paint, pushing the higher quality and keeping the other in case of necessity but not applying any aggressive selling to it.

There are various ideas employed in displaying paint. In one case which recently came to attention, a hardwareman keeps the paint cans in cupboards and upon the panels of these cupboards are tacked color cards and details of quantities, etc., for the information of the salesman. In addition to the color cards there are shown samples of wood finished with various stains, enamels, etc. This merchant finds that showing samples of work done, and then talking paint or varnish backed up with the color cards, is most effective. This plan keeps the paint stock in the best of condition and the labels are usually kept clean. The panels are also used for displaying paint brushes. Every brush is given a number indicating where its kind is to be found, thus saving unnecessary delay and picking over of the stock.

One hardwareman selects the various seasonable lines of paints and varnishes and concentrates his effort upon them. For instance, he uses a card on his delivery trucks which gives a brief but effective message regarding the lines seasonable in that month. At this time of year various specialties such, for instance, as refinishing floors and furniture, stove pipes, etc., are being dealt with in an interesting manner. Very often such cards announce a Saturday special sale.

Future Needs of Paint Customer

Following up prospects is very important in getting the most out of mid-winter paint trade. One hardwareman makes a point of finding out what the future needs of the paint customer are likely to be. He employs a man whose entire time is devoted to such work. He goes from job to job looking after the requirements of customers. He believes that the best time to establish close acquaintance with the paint customer is when that customer is buying paint. He tries by his service to so impress the customer with the fact that his store can give best satisfaction in meeting paint needs, that the customer will in future contemplate going no other place for his or her requirements.

In connection with following up prospects another hardwareman follows the plan of keeping a prospect card file on which salesman's number, date, name of prospect, address, what interested in, information from and remarks columns are printed. A space at the bottom is for details of promotion effort, detailing letters sent, information secured, etc. A second and third letter are sent if necessary. A ten day campaign is carried on by mail developing the principal points of the save the surface theory. If this effort does not bring results one of the store's best salesmen is sent around to help land the order. The name must be that of a real prospect to be put on the cards, and when once there no effort is spared to develop him into an enthusiastic customer. The testimonial idea is used very widely and remarks made by neighbors concerning the satisfactory use of the merchant's paint are widely quoted.

Salesmen's Knowledge of Paint

Too much emphasis cannot be laid on the subject of the salesmen's knowledge of the application of paint and varnish and the difficulties met with. Starting the new year paint salesmen might profit by making a further study of this subject. A knowledge of the various kinds of lumber treated is very useful. Different kinds of lumber require different treatment in the thinning of undercoats and in the time required for proper drying and they certainly react very differently according to the number of coats of paint applied.

(Continued on page 44)



SERVICE



CONFIDENCE



FAIR DEALING



EXCELLENCE

"All work of taste must bear a price in proportion to the skill, time, expense and risk attending their invention and manufacture. Those things called dear are, when justly estimated, the cheapest. They are attended with much less profit to the artist than those which everybody calls cheap. A disposition for cheapness and not for excellence of workmanship is the most certain cause of decay and destruction of business."—(Ruskin)

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

PAINT CUTS THE RATE

(Continued from page 42)

A knowledge of painting brick, stone and concrete surfaces would also be very helpful.

Neither the retail paint salesman nor the manufacturer's salesman may reasonably be expected to be a chemist and to know all about paint making. If he were he probably would not amount to much as a salesman because no one man can be equally proficient in both departments and to know too much about both might unfit him for either, but there is no reason why any retail paint salesman should not learn something concerning the physical characteristics of the pigments, gums and vehicles which are used in the manufacture of paints and varnishes. Even a small knowledge of the physical characteristics of lead, zinc, inerts, oils and the volatile thinners would be of almost incalculable assistance in his business. To these things may easily be added some knowledge of the gums and the foreign oils which are used in the manufacture of varnishes.

You have all heard the little saying which runs something like this—There's something of good in the worst of us and something of bad in the best of us —so it doesn't behoove any of us to talk about the rest of us. To make the application permit me to say that there is no raw material which is used in the manufacture of paints and varnishes which is perfect in itself. All raw materials which we use have their good points and their weak points. While no real good retail paint salesman would think of attempting to make unnecessary use of his very extensive fund of information, it certainly would be most desirable to be able to draw upon it when needed.

KEEPING THE WINDOWS CLEAR

(Continued from page 28)

is hung on a Pullman car spring sash balance, thus permitting it to be raised or lowered at will. At night, when the temperature ranges somewhat lower, the mirror back is raised, thus admitting warmed air to the bottles of the window and entirely preventing frost during the night. The store is heated with a hot-water heater. With this heat the radiating surfaces do not become so hot as with stove or steam heat and there is no doubt that hot-water heat is a strong factor in preventing frost on the window. The store is lighted with electricity, and this, because of the absence of an open flame, is without doubt another factor in preventing frost.

"'The proof of the pudding is in the eating,' and here's the proof of the store with the frost-proof windows: The writer's windows were entirely free from frost during the past winter, while the windows of the other stores in town were covered with frost for months at a time."

Quite a formidable list of glycerine and soap mixtures are employed for the purpose of preventing the condensation of moisture on the screens and windows of motor cars. During the war one of the Research Committees of the United States investigated the subject anew with the object of finding out the best "anti-dimming" preparation for gas-respirator eye-pieces. The official formula is as follows:

Sulphonated castor oil (85%)	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	5 parts
Paraffin oil (heavy)	5 parts

The following two formulae are improvements on the above:

(1) Sodium salt of 65% sulphonated rape oil containing 35% water — 100 parts
Sodium hydroxide — 20 parts
Water-glass syrup — 5 parts
Glycerin — 3 parts
"Marine" oil — 3 parts

Dried to form a solid stick when compressed.

(2) Potassium salt of 62% sulphonated cotton oil containing 38% water — 100 parts
Sodium hydroxide — 15 parts
Water-glass syrup — 3 parts
Glycerin — 3 parts
"Marine" oil — 3 parts

Dried to form a solid stick when compressed.

The "marine" oil referred to is heavy paraffin oil. The surface of the glass is first polished until clean and dry, then a little of the composition applied, rubbed in with the hand, and polished off with a soft rag until the surface is clear.

Mid-Winter Demonstration Forerunner to Spring Paint and Varnish Trade

Montreal Retailer Takes Advantage of Christmas Shopping Throngs to Demonstrate Varnish Stains

REALIZING that the week previous to Christmas offered a splendid opportunity to get in touch with a large number of buying public, Goodwin's Limited, Montreal, planned a demonstration of varnish stain from Monday, December 18, to Saturday, December 23. During this week a multitude of womenfolk always entered the store, and it was to them that the appeal was made. Varnish stain is a line which particularly appeals to the housewife, thus it was selected from the other products on the paint shelves. In relating the success of this demonstration, the manager of the department told Hardware and Metal that, although Christmas week is always a very busy one in practically all departments, the paint department naturally did not come up to the records made in other sections and it was felt that some "life" could be instilled here if an attraction was offered.

Full Demonstration

The plans called for a section of the paint department to be set aside with a counter along the front and one side. Inside the enclosure two large panels were displayed showing just what the amateur painter could accomplish. At the top of each panel was the bare wood and below this was a painted strip showing the undercoating or ground color. Next was the graining compound, or surfacer, outlining the different grains that could be made with the use of a rubber graining comb. The rest of the large board was the finished surface, accomplished by one or two coats of varnish. These panels were assisted by two salesmen who demonstrated how the boards were coated, using smaller ones to do so. On the counters were the goods required for the job, and the interested customers in front were shown just what they would have to buy to do work such as was on display. The background of the display was shelves laden with all sized tins of stain.

The greatest attraction was what was offered on these special days. A quarter-pint tin of varnish stain and a miniature chair was sold for fifteen cents. Some of these small chairs were placed on the counters, some varnished, others plain wood. Apart from being an article on which customers could experiment, these chairs were a splendid toy for the children, thus they proved very popular just at this season. People would pay fifteen cents for the chair alone but at the same time they would get the stain, and it was safe to say that this would be used at some time or other.

Forerunner to Spring Trade

In discussing the actual amount of stain sold, the manager stated that this was not the one and only motive of the demonstration. It was not reasonable to expect that great quantities of varnish would be sold and used in mid-winter. From the experience they had had last year they found that the benefit was really derived in later months. The small can would be used and when more was required in the spring people would come back for more of the same kind. Although fair sale returns were realized even during this week of winter weather, the motive was to help pave the way for spring trade by getting in touch with the throngs when the opportunity presented itself.

Gordon Wall, who for many years was engaged in the hardware trade in Toronto, London and Windsor, Ont., has purchased a hardware business at Pasadena, California, and will reside there in future.

1883 1923

Forty Years of Successful Paint Manufacturing

Founded on Industry Intelligence and Integrity

To Our Friends

In extending you our heartiest wishes for a Happy and Prosperous New Year, we do so with a deep appreciation not only of your good will to us, as evidenced by the business you have given us, and the many courtesies we have enjoyed from you, but of those circumstances that have enabled us in the forty years of our business life to attain the measure of prosperity and success that we now enjoy. We attribute our achievement solely to our firm belief in and practice of those basic principles that underly every kind of successful human endeavor, industry, intelligence and integrity," and believe that the realization and permanency of any kind of success is measured by the extent to which these principles are adhered. Our monogram represents industry and intelligence, properly proportioned, based on integrity, and we shall endeavor in the future, as in the past, in all our relations, to live up to that ideal.

It is our sincere hope that the prosperity that is to be yours this New Year, may find its roots in this kind of soil, and that your happiness may come from the knowledge of a life lived largely and well.

Yours truly,

BENJAMIN MOORE & CO., LIMITED.

Frederick Moore

Vice-President.

Weekly Paint Markets

Montreal

MONTREAL, December 28.—An easier tone in the turpentine market, with local prices showing a recession of five cents per gallon, offers the feature of the paint markets. This present softer tone follows a period during the past week or so when a firmer tendency was displayed. With the buying movement much slower at this time, this present tendency is not surprising, but there is a general feeling that prices will firm up after the first of the year. Receipts in the South from now until the time of the new crop will be light, and low stocks will hardly allow any great recession. On the other hand it is only reasonable to expect that this condition will force prices in an upward direction. Linseed oil shows little if any change this week with a quiet tone both in oil and seed markets. White lead in oil remains in a firm market position with raw materials on a firmer price basis than was anticipated for this time of year. Certain producers are still of the opinion that higher prices may develop early in the New Year, although it is realized that a steadier market is necessary than at present prevails. Window glass, putty, and rosin are unchanged, all products reflecting the usual seasonal dullness. There is a temporary lull in activities throughout paint and varnish circles, but prospects point to a resumption of brisk activities for the requirements of spring next year.

EASIER UNDERTONE ALSO NOTED IN ROSIN

Montreal.

The holiday period is reflected in rosin, local importers and distributors reporting a very quiet market at the present time. As in turpentine, this product is also displaying an easier tone, but this is considered only a temporary condition and after the first of the year firmer prices are looked for. It is pointed out that present prices are very reasonable, and with a more active buying the required factor for a stronger market would be supplied. The following are local average prices:

RESIN— Per 100 lbs.		
"G" Medium Grade	3 75	4 00
Water white	4 50	5 00

NO FURTHER CHANGE IN LINSEED OIL PRICES

Montreal.

The linseed oil market is described as steady, but quiet. Quotations are unchanged, and the flax-seed market has shown little if any change during the past week. Interest is now attached to the future position of this product, and some are still of the opinion that a slightly lower level will be reached in the opening month of the new year notwithstanding strengthening reports from outside seed markets owing to the outcome of the crops. On domestic markets chances of continued light receipts is not overlooked, and this on the other hand, may hold the oil market in a firm position during the following weeks at least. Unchanged local prices are the following:

LINSEED OIL—	Raw	Boiled
1 to 2 bbl. lots, per	1 10	1 12
5 to 9 bbl. lots, per gal.	1 05	1 07

Less quantities, add ten cents per gallon.

WHITE LEAD STILL DISPLAYS FIRM TONE

Montreal.

Although there are still rumors of unsettlement in the white lead in oil market, the undertone is again described as very firm with piglead and linseed oil on a higher price basis than was anticipated for this time of year. Certain producers are quite firm in their ideas regarding the future trend of this product, stating that higher prices may be reached early in the New Year, especially if a steadier situation from a sales point of view is reached. Bookings for next season are in many instances already taken care of, and prospects are very satisfactory, indications pointing to a big season next year for this product. Local quotations remain as $12.25 in five-ton lots, $13.00 in one-ton lots, $13.35 in less quantities.

FIVE CENT DECLINE IN PRICE OF TURPENTINE

Montreal.

After a stronger tone in turpentine during the past week or so, this product is again displaying a weaker tendency, and prices have receded five cents per gallon, bringing the present quotation to $2.05 per gallon in one barrel lots. This price is quoted by the majority of distributors, while others are maintaining former higher levels, but easier prices are expected in these quarters also, unless a sharp reaction is noted in the market at an early date. From reports received from the South the present softening is chiefly caused by dullness during the holiday period. Naturally this will improve after the turn of the year and for this reason importers locally are of the opinion that a much firmer tone will develop before the active spring months. The past season's crop is fairly well marketed and receipts will be light until the new crop, thus it is considered that stocks will not allow any great decline. Local quotations at the revision are as follows:

TURPENTINE—	
1 barrel lots	2 05
2 to 4 barrel lots, per gal.	2 03
Broken lots	2 15

Toronto

TORONTO, December 28.—Linseed oil, turpentine and rosin supply the premier developments in the current paint markets. These developments also provide both advances and declines. Linseed oil prices have climbed up five cents per gallon chiefly owing to the current position of flax seed markets and the forward spring booking for oil. It is pointed out in local circles that crushers advanced their quotations last week, but distributors did not follow suit at that time owing to the fact that very little is moving at present. Turpentine and rosin supply the reductions this week, a sagging condition being noted in southern primary centres as a result of the general inactivity, combined with heavier receipts. This jump in the volume of receipts at southern primary markets, coupled with the usual quietness in December trade, is considered responsible for the price recession. It is also pointed out that the weather has been favorable to the gathering of the gum and the marketing of the product. Turpentine offerings during the early months of the coming year are expected to be on the conservative side, however, as it is felt that little now remains in the woods. Requirements will depend upon available stocks until the new season's crop becomes evident. Much the same condition is apparent in rosin. The window glass season is now practically over, while shellac continues on a firmer trend, thus reflecting primary developments and the moderate receipts anticipated throughout the balance of the winter. White lead in oil remains firm, but no price changes are recorded.

Brush manufacturers state that they are looking forward to a good year in 1923. In this market, the chief interest centres around the rising cost of certain raw materials, principally bristles. It is noted that these constitute the largest item of raw materials in point of value. Bristles were lowest in

(Continued on page 48)



"Save the surface and you save all" *Paint & Varnish*

The Seven

Registered **Floglaze**

"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered **Floglaze**

"The Finish that Endures"

What About the Dollars on Your Shelves?

Why be so careful to lock up a small amount of cash in your safe each night—and forget that big amount of money on your shelves?

You cannot put all of your paints in your safe at night, but you **can** safe-guard your profits for the future by investing in Floglaze—"The Finish that Endures."

Your business is being robbed of good working dollars and cents each day, owing to the multiplicity of lines which you are at present stocking.

Floglaze means concentration, smaller investment, bigger and better turnover.

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze fully. Write us for this book.

"Make 1923 your greatest Paint and Varnish year."



THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
THE **SHORE-WALLACE CO.** LIMITED

TORONTO PAINT MARKETS

(Continued from page 46)

price during May and June, while the cost thereof has been steadily advancing since then. At present they are higher than was the case one year ago, the average increase being around five to seven per cent. Brush producers point out that other items in manufacturing costs are also on the increase, namely horse hair, although the comparative extent is not so great. The market is described as fair to good. Prices remain on a firm foundation, the only revision having taken place last summer, and with production costs relatively on the increase since that date, existing price levels reflect this element of strength.

EASIER TONE DEVELOPS IN ROSIN MARKET

Toronto.

Rosin shares in the current depression of the turpentine markets, and quotations are also easier. Rosin price levels on the local market are generally around fifty cents per cwt., lower than former figures, this revision reflecting prevailing conditions in primary centres. It is pointed out that the pressure of heavy receipts at southern points, and the resultant appreciation of the fact that supplies are liberal, are factors contributing to this situation. Current trade is described as relatively fair for this period of the year. Reports from the south indicate that there is little of special interest in the immediate situation, therefore, with no marked alteration in general conditions until after the New Year. Local rosin prices per 100 lbs. are, W. W. $5.25 and G. $4.00.

ADVANCED PRICES APPEAR ON LINSEED OIL

Toronto.

An advance of five cents per gallon in linseed oil prices also attracts attention this week. This development brings the figures up to $1.15 for raw and $1.18 for boiled in barrel lots. There are, however, slightly lower levels still obtainable in certain quarters owing to the fact that there is little moving at the present time. Quite a lot of oil is being booked for spring, however, and while trade at this period of the year is usually quiet, it is pointed out that the strength in flax seed markets has helped to maintain quotations on oil. The revised local prices follow:—

LINSEED OIL—	Imp. Gal. Raw	Boiled
1 to 2 barrels	1 15	1 18
3 to 5 barrels	1 14	1 17
6 to 9 barrels	1 12	1 15

Less Barrels, Add 15c gallon

TURPENTINE PRICES SAG UNDER QUIETNESS

Toronto.

A marked reduction in turpentine prices features the current paint markets. The new level is $2.00 per gallon in barrel lots, this price representing a ten cent decline from the average quotation recorded last week. In some cases, however, the new price means a reduction of fifteen cents, as the nominal level quoted one week ago was $2.15, although no business was transacted at that figure. The present softer tone in turpentine is generally attributed to the slowness in buying activity, there being the usual lack of consumption at this time of the year. There is a more or less general feeling that quotations will firm up again during the New Year, as reports from production centres indicate that receipts during the initial months will be light until the arrival of the new season's crop. Meanwhile stocks cannot be described as heavy, either locally or at southern distributing points. The revised levels follow:—

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 2 00
2 to 4 bbl lots	1 99
5 gal. lots	2 15

Less barrels, add 15 cents per gallon.

Turpentine steel drums galvanized 5c. per gallon less than barrel price. Drums charged $10 each. returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, Montreal, but freight may be equalized from any of these points.

VERY LITTLE WINDOW GLASS NOW MOVING

Toronto.

The window glass season is now practically over, and distributors state that there is very little moving at present. Trade, however, is just about according to expectations in this direction. Present price levels are considered quite firm, the current quotations on both imported and domestic window glass remaining at discounts and list found in the regular market price section.

SIGNS OF FIRMER TENDENCY IN SHELLAC

Toronto.

Shellac is still showing signs of a firmer trend, with current prices considered on a sound basis. There has been no relative change in prevailing quotations, but local conditions reflect the strengthened appearance of primary markets. The factors contributing in this direction were outlined last week, and chiefly consist in lighter receipts for the balance of the winter. Shellac gum is somewhat harder to obtain. Local prices are unchanged at the following levels:—

SHELLAC—	White	Orange
Five gallon jugs	4 25	3 75
One gallon jugs	4 85	4 45

MORE ENTHUSIASM IS BEHIND PAINT SALES

Toronto.

Manufacturers point out that conditions in the paint industry during the past year have been very satisfactory from the standpoint of raw material supply conditions, manufacturing elements, and the enthusiasm which has been evident behind the selling of paints and varnishes, from the manufacturer to the retailer. This has in turn awakened a new interest in the value of paint. Regarding the advent of 1923, it is stated that prospects of another big paint year are generally very optimistic. Quotations have become more stationary, although certain raw materials have fluctuated somewhat and are now costing more than was the case one year ago. An undertone of firmness is therefore apparent, and the opinion is expressed that although prices may not advance, there is no possibility of reductions, owing to these contributing elements.

BRISTLE PRICES CONTINUE ON FIRM BASIS

Toronto.

Spring bookings for brushes, both painters' and household, are stated to be heavier than one year ago, and the general prospects for business during 1923 are therefore very good. This is partially accounted for by the brighter outlook for trade in general, improved conditions in agricultural sections of the country and also by the fact that stocks on dealers' shelves, on the average, were in a very low state at the conclusion of last season's trade. Prices on brushes continue on a firm level, owing chiefly to the fact that bristles are hard to secure, the output thereof having been somewhat curtailed. This has in turn caused a firmer tendency in prices. Horsehair, another product used extensively in the manufacture of certain classes of brushes, is also scarce and prices are advancing. Manufacturers point out that this will likely affect the quotations of brushes in which this material is used. With current indications that an increased demand for bristles will materialize, it is anticipated that brush price levels will therefore remain firm for the initial months of the new year.

PITTSBURGH MARKETS

(Continued from page 46)

easy at $6.50 for good grades of furnace coke. The eastern demand has cleaned up all coke, including some that was of doubtful value for metallurgical purposes. This outside demand has put the blast furnaces in awkward position, as they expected cheaper, not dearer, coke, when they sold foundry pig iron at $25 valley, for first quarter.

WHAT THE RETAIL HARDWARE SALESMAN SHOULD SELL

(Continued from page 29)

And we will take a malleable range which retails at $100, the cost being $67.50.

The gross profit is, therefore, $32.50.

The salesman's share is $10.83.

During the period when he is selling stoves he must, therefore, average three stoves a week in order to make a salary of $32.50.

According to the chart he would have earned $30.33.

They Always Call Again

The merchant may be sure when he sells an article bearing this mark:

TORONTO Gendron CANADA

that his customers will call again.

In every Gendron product there is: Conscientious Manufacture and Fair Price, and for the dealer a splendid margin of profit.

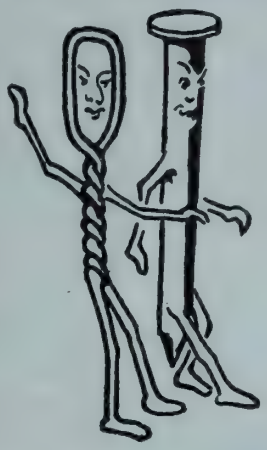
Make Canada Prosperous by Buying Canadian Products

The Gendron Mfg. Co. Ltd.

Duchess Street - Toronto.

Laidlaw Products

Optimistic



"How's Western Canada this year, B.T.?

"A bumper crop—real first class grain, and everybody busy. That's where I'm busier than ever this year, and I expect next year will be as good. I'm strong for the West, W.N."

THE

THE LAIDLAW BALE TIE CO., LTD.

HAMILTON, CANADA

Be specific--say "Laidlaw Products"

For Shop, Home and Farm

TRIMO

TOOLS





For the mechanic in his shop, for the farmer who makes his own repairs and for the man of the house who likes to "fix things," Trimo Tools give perfect satisfaction in every instance.

Material, strength, design, balance and performance are of super-excellence.

Narrow Jaw Trimo Pipe Wrenches and Narrow Jaw Trimo Nut Wrenches are made suitable for automobile uses and for all close quarter work.

Order from your jobber or write direct.

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

Canadian Representatives

GEO. P. FRASER, 28 Temple Ave., Toronto

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

If interested, tear out this page and place with letters to be answered

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk List	Lesmok List	Smkless. List.
22 Short . .	.....	$10 00	$10 70
BB Caps . .	.....	.....	7 00
22 S Mush.	.....	.....	11 50
22 Long . .	.....	.....	15 00
22 L. Mush	.....	.....	16 00
23 L. R., do	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long . .	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W. .	38 50	.....	42 00
32 S. Colt ...	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	106 00
280 Ross . .	.....	.....	209 00
35	.....	.....	125 00
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British	.....	.....	190 00
32 40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim.	.....	.....	159 50
33/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	.....

Dominion Ammunition—Rim and centre fire, discount 55 per cent.
Empty shells, less 30/20%.
Crown Regal and Sovereign Shells, 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

American loaded shells, plus 2½ per cent. on American lists.
American empty shells, plus 15 per cent. on American lists.
American Metallic Cartridges, (American List.)
Rim fire ball cartridges, less 2½ per cent.
Centre fire blank and shot cartridges, plus 10 per cent.
Shot, standard, $13.50; net extras as follows, subject to cash discounts only: Chilled $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs. ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	11 00	12 00
Hunters axes, doz. .	9 50	11 00
Single bits, doz.	13 00	17 50
Double bits, doz. ...	19 00	19 50

On weights heavier than base add to list as follows:

Group 2	0 50	Group 3	1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 50-10-5% off list.

BABBITT

Prices fluctuate with the Metal market and are quoted on application.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each 0 50
12 or less than 50 each 0 45
In kegs of 50, each 0 40
Bbl. lots of 125 each 0 39
"Reliable" Ignition, 2½x6 in.
Less than 12 each $0 50
12 or less than 50, each .. 0 45
Box of 50, each 40½
Bbl. lots of 125 ea. 0 37½
F. o. b. Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.40.
Cut lace leather, Beardmore, per lb. $1.60
Cut lace leather, Anglo-Canadian, per lb., $1.45.
Canvas belting, 65 per cent. off. F. O. B. Montreal.

BITS, AUGER

Standard List		Prices per dozen	
3-16.....	$6 00	18-16.....	$12 00
4-16.....	5 00	19-16.....	14 00
5-16.....	5 00	20-16.....	14 00
6-16.....	5 00	21-16.....	16 00
7-16.....	5 00	22-16.....	16 00
8-16.....	5 00	23-16.....	18 00
9-16.....	6 00	24-16.....	18 00
10-16.....	6 00	25-16.....	21 00
11-16.....	7 00	26-16.....	21 00
12-16.....	7 00	27 16.....	24 00
13-16.....	8 25	28-16.....	24 00
14-16.....	8 25	29-16.....	24 00
15-16.....	9 50	30-16.....	27 00
16-16.....	9 50	31-16.....	30 00
17-16.....12 00		32-16.....	30 00

Discounts from Standard List
Gilmour auger bits 25%
Do. special 40/5%
Do., car bits 12½-5%
Ford auger bits, Ford list, less 5%.
Do., car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, list, Aug. 1922.
Do., car bits, net prices.
Mephisto, Auger and Car bits, net list.
Mephisto, electricians and expansive, plus 10 per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 00
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$ 2 45
Diamond King (glass)	7 50
Glass Globe	7 50
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Western King (Enamel)	9 00
Pearl, S.M.P., Enamel	5 85
Household Globe	5 25
Twin Beaver (fibre)	5 90

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 40%
Extra heavy, 30 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, 6 in. and shorter 40 per cent.
Carriage Bolts ($1 list) ⅜ in. dia. and smaller, long lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger 30%.
Machine bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 50 per cent.
Machine bolts, 3/8 in. dia. and smaller; longer lengths, 35%.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Square head blank bolts, 35%.
Plow bolts, No.'s 1, 2, 3, 30%.
Plow bolts, all other numbers (net extra 20%) 30%
Elevator bolts, large flat head, 25 per cent.
Do., corrugated heads, 55%.
Fancy head bolts, 25 per cent.
Shaft bolts ($3 list), 25 per cent.
Step bolts, large head ($3 list) 25 per cent.
Sleigh shoe bolts, all sizes, 25%.
Bolt ends, 35%.
Coach and lag screws, 45%.
Whiffletree bolts, 25 per cent.
Tire bolts, 50 per cent.
Stove bolts, 65 and 5 per cent.
Sink bolts, 65 and 5 per cent.
Nuts, 2 in. and smaller, square.
Blank, off net list, $1.00.
Tapped, off net list, $0.50.
Nuts, 2 in. and smaller, hexagon.
Blank, off net list, $0.50.
Tapped, net list.

BORAX

Lump crystal, borax, lb., 10c.
F.O.B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base Montreal	0 24
Do., Toronto	0 23
Rods, base, ½ to 1 in., round	
Montreal	0 22
Do., Toronto	0 22
Tubing, Seamless	
Base, Montreal	0 30
Do., Toronto	0 30

BROOMS

	Doz.
No. 5, 4 string	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

Wrought Steel—	
No. 840	Less 12½%
No. 800	Net
No. 838	Less 12½%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 25%

F.O.B. Toronto, Montreal, London, Hamiton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal.

Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less car lots—	
Per bag, yard	1 00
Per bag, delivered	1 10

Less 5 per cent.
Car load lots—Toronto.

Per barrel	$3 68
Less car lots—	
Per bbl., f.o.b. yard	4 35
Per bbl., delivered	4 55

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate 20 cents for empty sacks.

CHIMNEYS, LAMP—

A—8 doz. case	$ 8 40
B—6 doz. case	7 00

CHOPPERS, FOOD

Universal—Doz. No. 0, $16.00; No. 1, $18.75; No. 2, $22.75; No. 3, $30.75.
Russwin—Each, No. 0, $1.65; No. 1, $2.00; No. 2, $2.40; No. 3, $3.25; special prices for ½ doz. lots or more.
F.O.B. Montreal, Toronto.
Model No. 5 — $17.29, per doz. Model No. 6, $21.18 per doz.. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Beatty's

	Hand Power	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 00
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list, f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's Kingston.

Maxwell's

	Side Lever	Bow. & Power
No. 0	$12 40	$13 00
No. 1	12 80	13 40
No. 2	13 60	14 20
No. 3	14 60	15 20
No. 4	17 80	18 40
No. 5	18 80	19 40

Less 25 per cent.

CLIPPERS, HORSE

New market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clip per, $12.75, less 25 per cent.

CLOCKS—ALARM

Big Ben	3 18
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No. 6, $13.00.

CLOTHES HORSES, Etc.

	Folding	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft. $5.65; 50 ft. $6.25; No .19, 100 ft., $4.70; 50 ft. $5.56; F.o.b. Montreal, Toronto, London.

CLOTHES LINES REELS

T. F., No. 1	$18.04
T. F., No. 2	$19.45

COBBLER SETS

Economic, T. F., doz. sets $12.50

COIL CHAIN

	Fireweld Proof	B. B.	E. B.
⅜ inch	13 20	$15 40	
7-16 inch	11 30	13 30	
½ inch	10 20	12 40	
9-16 inch	10 70	12 90	
⅝ inch	10 30	12 55	
¾ inch	9 95	12 20	
⅞ inch	9 60	11 80	
1 inch	9 25	11 45	

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 30
½ in.	9 60	12 45
9-16 in.	10 70	12 90
⅝ in.	9 70	12 60
¾ in.	9 50	12 40

Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1 or heavy, $2 per dozen; Dominion $1.50 doz. net.
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

	Doz
No. 101, $1.15 per doz.; No. 111, $1.30; No. 121" $1.35; No. 127, $1.90.	

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto. Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 29	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 32	0 29
Plain Tinned, 16 oz. and heavier, lb...	0 36	0 36
Polished and tinned, 16 oz. and heavier, lb. ..	0 41	0 41
Tubing, lb.	0 32	0 33

Above prices are full sheets and bars. Cut sheet sand bars are 5c. per lb. higher.

COPPERS, SOLDERING—

Base 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c.; 2½-lb., 39c., 2-lb., 41c.; 1½-lb., 44c.; 1-lb., 48c. per lb. F.o.b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal.

2-lb., 78c.; pr.; 2½-lb. 0.30 pr.; 2-lb., 78c. pr.; 2½-lb. 0 30 pr.; 3-lb., $1.10 pr.; 4-lb., $1.40 pr.; 5-lb. $1.75 pr.; 6-lb., $2.10 pr.; 8-lb., $2.80 pr.

CORD (SASH)

No. 6, 60c. per lb.; No. 7, 59c. per lb.; Nos. 8, 9, 10, 12, 58c. lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8.00. Toronto, $8.00; London, $8.25.

ENAMELEDWARE

The **CLEAN** *Ware*

Most Readily Saleable of all Kitchen Ware

Davidson Enameledware brings easily made, profitable sales to satisfied customers for every dealer who handles it. Its popularity, earned by durability; stain-proof, sanitary cleanliness and extreme heat retaining capacity, increases every year.

Housewives know the Davidson Label and the genuine quality and service it stands for and the merchant who sells enameledware bearing it, shares in their confidence.

The Thos. Davidson Mfg. Co. Limited

Established 1860

Head Office and Factory: Montreal

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

DAVIDSON

Branches

Toronto Winnipeg
Calgary Vancouver

PARKINSON

"Monitor" Furnace



Mr. Hardware Dealer, there are several tinsmiths and plumbers in your town who are prospects for this Parkinson Monitor Furnace, also electricians, gas and water companies. It is used for heating soldering irons, bending iron pipe, melting lead, tempering tools, and has many other uses. It uses coal oil and is economical and efficient. Get one of these furnaces into your stock, put it on your counter, tell your customer it is British made throughout, by Parkinson, and the rest is easy, it will sell itself. Write our nearest agent or your jobber for prices and description.

The Standard Meter Co. Limited
TORONTO, CANADA

AGENTS:
Manitoba and West: Frederic Sara & Co., Calgary, Alta.
Ontario and East: A. G. & A. L. Brown Company, 207 St. James Street, Montreal, Que.

The **Apex**

ELECTRIC SUCTION CLEANER



Gets All the Dirt *Everywhere*

Tell your customers that the exclusive inclined Apex nozzle will clean the dirt out of stair corners, will get under radiators and low furniture, will sweep close to table legs, will go square up to baseboards and so get all the dirt, everywhere.

Our literature and sales plans are bright, attractive and business builders. Write for them. They are free.

McDonald & Willson, Limited

347 Yonge St. Tested and Approved by the Department of Household Engineering Good Housekeeping Institute Conducted by Good Housekeeping Magazine **Toronto, Ont.**

If interested tear out this page and place with letters to be answered

DAMPERS—Stove Pipe ... ...Doz.
7 inch $1 80
Cast, Champion, 5in. ... 1 42
6 inch 1 40
Sovereign, per dop. net, in bulk: 3" $1.17; 4" $1.39; 5" $1.43; 6" $1.61; 7" $2.00; 8" $2.72.

DOORS, SCREEN—
Kasement, No. 3. oak stain, varnished, including hardware sets.
2 ft. 6 in., doz. ... 39 60
2 ft. 8 in., doz. ... 40 20
2 ft. 10 in., doz. ... 40 80
3 ft. 7 in., doz. ... 41 40

DRILLS—
Standard List
Blacksmiths' ½ in. 2½ in. shank List each.

⅛ in.	$0.45	19-32	$1.20
5-32 in.	0.45	⅝ in.	1.30
3-16 in.	0.50	21-32 in.	1.40
7-32 in.,	0.55	11-16 in.	1.50
¼ in.	0.60	23-32 in.	1.60
9-32 in.	0.65	¾ in.	1.70
5-16 in.	0.70	25-32 in.	1.80
11-32 in.	0.75	13-16 in.	1.90
⅜ in.	0.80	27-32 in.	2.00
13-32 in.	0.85	⅞ in.	2.10
7-16 in.		29-32 in.	2.20
15-32	0.95	15-16 in.	2.30
½ in.	1.00	31-32 in.	2.40
17-32	1.05	1	2.50
9-16 in.	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz, less 52½%.

3-32	$2.70	⅜	$ 8.50
⅛	3.00	7-16	10.50
5-32	3.50	½	13.00
3-16	4.00	9-16	15.50
7-32	4.50	⅝	18.00
¼	5.00	11-16	21.00
9-32	6.00	¾	24.00
5-16	7.00	⅞	30.00

Blacksmiths, ½ in. shank, Wood, Wire, Taper Shank, Round Shank and Jobbers 52½ per cent.
Straight shank ... 57½%
Ratchet ... 10%

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American....50%
K. F. and Arcade 60%
J. Barton Smith, Eagle....55%
P. H. and Imperial ...60%
Globe 60%
Nicholson ... ...35|5%
Black Diamond ...35|5%
Delta Files 20%
Firth Files 50%
K. & F. horse rasps ...70%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per cent.	Tor.
Cast iron fittings ...	27	27
Malleable bushings ...	30	30
Cast bushings	30	30
Unions	45	45
Flanged unions	27	30
Plugs, cast iron ...	27	27
Couplings, 4 in., and under 25%		25%
Do., 4½ in. and larger 5%		5%

MALLEABLE FITTINGS
New piece list adopted June 1, 1922.
Classes A. B and C, less 70%.

NIPPLES, WROUGHT
Close and short, 4 in. and under, 55 per cent. 4½ and larger, 45 per cent; long, 4 in. and under, 60 per cent; 4½ in. and larger, 50 per cent; running thread, 4 in. and under, 35 per cent.

FLY TERROR, per doz. ...$4 75

FRAMES (Hack saw)
Mechanics, polished nickle finish... ... per doz. 7 90
Do., nickel finish ... 6 25
General purpose, do. ... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b. Prescott.

GRINDSTONES
Under 40 lbs. weight Per Cwt.
Smaller than 2 inch face....$4 50
Two-inch and over ... 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3 50
Bi-Treadle, each 9 75
Cycle B. B. ... 8 75

GRINDSTONE FIXTURES

	Per doz.
For 15" Axle ...	8 66
For 17" Axle ...	9 00
For 19" Axle ...	10 75
Ball Bearing ...	15 00

HALTERS, ROPE

	Per gross.
Sisal, 7-16 in. ...	21 00
Do., 9-16 in. ...	33 00
Jute, 7-16 in. ...	19 00
Do., 9-16 in. ...	28 50

HAME FASTENERS— Per Doz.
Dodson 4 00

HAMMERS, NAIL— Doz.
No. 21... ...$10 50
No. 1 ... 13 50
Nos. 1½ and 61½... ... 13 00

HAMMERS, SLEDGE—
Can. 2-2½ lbs., cwt. ...$20 00
Do., 3-4½ lbs. ... 18 00
Do., 5 lbs., and over...$15 00
Masons, 2-3½ lbs:... ... 23 00
5 lbs., and over ... 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No. 38, No. 46, 5 lbs., and over 12 50

HAMMERS MACHINISTS—
No. 30, 1-lb. ... 8 00
No. 30, 1¼-lb. ... 8 75

HANDLES, (WOOD)—
All hickory handles, list less 10 per cent; all oak ash and maple handles, less 10%; hay fork, hoe rake, shovel and manure fork, 10 per cent. off standard lists. Whiffletrees, double-trees and neckyokes net list; wood rakes, net list; horse pokes, net list.
O-Cedar Mop Handles, $2.00 per doz. net.

HANGERS, BARN AND PARLOR
Storm King, No. 42, $11.80 per doz.
Safety No. 20, list less 20-10 per cent. Reliable. No. 1, list less 20-10 per cent.
Round Trolley No. 1917, list less 33 1/3-5%.

	Per Doz.	Pair.
Atlas, No. 0 ...	15 25	
Do., No. 1...	16 95	
Do., No. 2... ...	18 05	
Stearns, 4" ...	13 55	
Do., 5" ...	16 60	
Perfect, No. 1 ...	20 85	
New Milo	13 90	
Canada	13 25	
Hatch	13 00	
National	15 00	
America	19 00	
Great West	30 00	

HATCHETS, SHINGLING—

No. 1	9 75
No. 2	10 75

HATCHETS, LATH

No. 3	10 00
No. 4	10 25

HATCHETS, BARRELING—

Nos. 50 and 60 ...	14 00

HATCHETS ,CLAW—

No. 7	11 00
No. 8	11 50

F.O.B. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

National Glower Heater	8 75
National Heatray Heater (List)	11 00
Majestic, 1 burner	10 00
Do., 2 burner ...	15 00
Universal	13 80
Do., 2 burner	15 00

Discount 30 per cent.
Hotpoint Hedlite, each, net, $7.50
Hot Blast, No. 20, Doz., $45.15.

HINGES—Blind Doz. sets

Clark's No. 1...	2 15
Do. No. 3 ...	3 95

HINGES, SPRING—
No. 200 and No. 20, per gr. $20.00
T. F., Floor, No. 42, per set 1 67

HINGES, TEE AND STRAP

	Strap Doz.	Tee Pairs
Heavy in Bulk.		
4 inch ...	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch. ...	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	0 90	$0 90
4 inch ...	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton, and Montreal

HOES, Grub, 3½ lb. per doz. $7.75
Do., 3 lb. doz. 7 25

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz. ...	3 90	5 75
No. 3 per doz. ...	4 00	6 00
No. 4 per doz. ...	4 10	6 50
No. 5 per doz. ...	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes No. 2 made larger	No. 1 smaller
Light iron ...	0-7 6 90	7 15
Long heel light iron	3-7 6 90	....
Medium iron ...	1-8 6 90	7 15
Heavy iron ...	6-8 6 90	....
Snow	1-6 7 15	7 40
New-light "X-L" steel	1-6 7 35	7 60

Featherweight "X-L" steel 0-04 8.75 all sizes.
Special-countersunk ... .1-4 9 25 all sizes
Packing up to 3 sizes in one keg, 10c. per 100 lbs., extra. More than 3 sizes, 25 cts. per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger sharp and blunt, $2.50 to $3.00 box.

HOSE, LAWN
3 ply—½ in., 8½c. per ft.; ⅝ in. 10 cents per ft.; ¾ in. 11½ cents per ft.
4 ply—½ in., 9½c ft.; ⅝ in., 10¾c. ft.; & in., 12½c. per ft.
5 ply—½ in., 10¾c per ft.; ⅝ in. 12c per ft.; ¾ in., 14c. per ft.
Corrugated—½ in. 12½c ft.; ⅝ in., 14c per ft.; ¾ in. 16c per ft.
Less 5 per cent. for 500 ft. reels.

IRON AND STEEL
See weekly report.

IRONS (SAD)

Potts' polished, per set ...	1 90
Potts' nickel plated, per set..	1 96
Potts' handles, japd. grs....	19 45
Common, per cwt. ...	15 00

F.O.B. Montreal.

IRONS, ELECTRIC
National, model B, $4.73.
National Classic, $5.60.
Renfrew Can. Beauty, $4.85 net.
Hotpoint, 6 lb., each ... 4.85
Net, in ½ dozen lots .

KNIVES, HAY

Spear Point ...	15 00
Lightning	14 00
Heaths	14 00

LADDERS, ETC.

Step Ladders	Per ft.	
Standard...	$0 44	
Household	0 33	
Shelf Lock, 4 to 8 ft. only	0 28	0 30
Faultless, 4 to 8 ft. only ...		0 44
Do., 10, 12, and 14 ft....		0 49
Single and Fruit Picking		
10 ft. to 16 ft. ...	0 26	0 28
18 ft. to 20 ft. ...	0 27	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension	
20 to 32 ft.	0 30
36 to 40 ft. ...	0 33
44 feet, and over ...	0 36
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F. o. b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 ft. are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS per doz.

Short or Long Globe, plain..	9 20
Do., Japanned	9 70
Dash, Japanned	12 80
Do., Search (r'nd reflec.)	12 80
Litle Bobs 2 15-4	30

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, short or long:
6 doz. cases ... ...$1 05 doz.
1 Doz. cases ... ... $1.25 doz.
Cold Blast, genuine ruby $5.25 doz.
F.O.B. factory.

LATCHES—Per Doz.

Steel Thumb, No. 2 ...	$ 2 00
Do., No. 3 ...	2 50
Barn Door, No. 5...	3 55
Do., No. 8...	4 00

F.O.B. Montreal, Toronto, London.

LEAD—For pig lead, lead and zinc products see weekly report.

MACHINES (WASHING)—

Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, Style A	19 75
Do., style B	21 75
Do., Electric 125	00
Playtime, engine drive ...	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	29 00
Home, water motor ...	30 00
Whirlpool, water power ...	32 00
Hydro, 1 Tub, engine drive	57 00
Do., electric	16 50
Rotary water motor washer	29 00
Connor, ball bearing, with rack	22 75
Perfection, engine drive	69 00
Do., Electric ...118	00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	28 00
Partiot	21 50
Jubilee	12 50
Canada First	21 50
Minimax Electric ...129	00
Mono-Vac, electric ...145	00

Less 30 per cent.
Freight equalized with Montreal.

MATTOCKS—

Cutter, doz.	$ 9 75
Pick, doz.	9 75

F.O.B. Montreal.

MIXERS, BREAD—

Canuck—	
No. 4, dozen ...$33	95
No. 8, dozen ...	44 90
Universal—	
No. 4, dozen ...	36 00
No. 8, dozen ...	48 00

MOPS—

	Doz. Net.
Liquid Veneer, Champion....	16 00
O-Cedar, large, with handles	16 00
Do., small, with handles..	10 00
Crank-Wringing	6 75
Self-Wringing, complete	4 00
No. 6, Sticks	1 35
No. 10, Sticks	2 00
No. 11, Janitor, ...	4 75
Smart's	4 00

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

	Per Cent.
Adanac	25
Woodyatt...	25
Empress	25
Mayflower	25
Ontario Daisy	25
Star	25
List, September 9, 1921.	
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net
List, September 9, 1922.	

Maxwell's List, No. 68, discount 45 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5½ inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

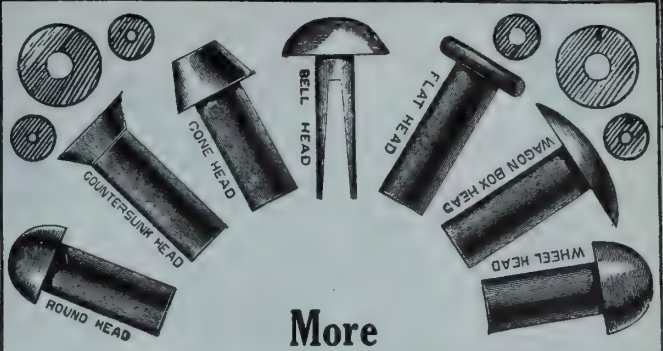
WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

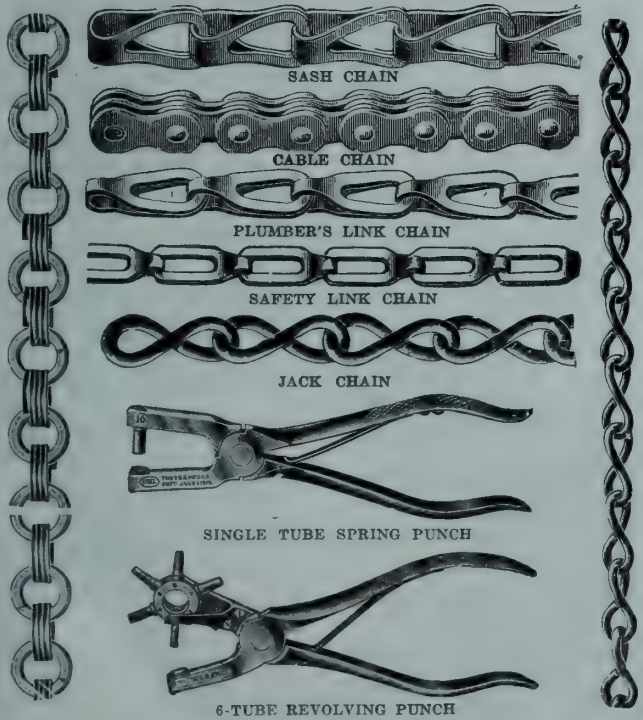
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO.

John R. Anderson, 36 Dixier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain" **Bridgeport, Conn.**

Cut down your Losses and Depreciation on your stock by always buying

STILL'S HANDLES

name is stamped on each handle for your protection.

Here is the list, order from your jobber:

Still's Axe Handles
Still's Pick Handles
Still's Sledge Handles
Still's Hammer Handles
Still's Peavie Handles
Still's Cant Hook Handles

No losses through discards when you sell the products of

J. H. Still Mfg. Company
ST. THOMAS - ONTARIO

Western Representatives: **Frederic Sara & Co., Calgary.**
Ontario Representatives: **Grant-Chater, Ltd., Bank of Hamilton Building, Toronto.**
Quebec and Maritime Provinces Representatives: **John R. Anderson, 36-38 St. Dizier St., Montreal.**

If interested tear out this page and place with letters to be answered.

NAILS (Continued)
6½ to 12 inch 2 ga. and heavier, 25c. over base.
Standard Steel Wire Nails, f.o.b. London, $3.75 base.
Toronto, $3.75 base.
Owen Sound or Collingwood, $3.75 base.
F.O.B. Montreal, $3.75 base.
Freight equalized on above points.
Sydney and St. John, $3.85 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed $3.75 base.
Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c. per 100 lbs. over common nail prices. Finishing Nails, 50c. per 100 lbs. advance over common nail prices.
Extra for galvanizing 1" and larger, $3.25 cwt., and smaller than 1" $3.50.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.60 base.
Carload freight allowed,
Toronto, Hamilton and London,
Roofing Nails — American, large head, keg $10.50. Less quantities, $11.50.
Canadian large head roofing nails, kegs, $5.75. Less quantities, $6.75.

NAILS (HORSE)—

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	6 75

Discount, 10 per cent.

"M.R.M." BRAND

No.	Lengths	Net Price List Per Box of25 lbs.
3	1⅝"	$15 00
4	1¾"	10 00
5	1 15-16"	4 50
6	2⅛"	4 50
7	2 5-16"	4 50
8	2½"	4 50
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY
List prices per 50-yd. rolls: Adopted March, 1900.
2-inch mesh and 19 ga. wire:

12 inch....	$1 80	48 inch....	$6 20
18 inch....	2 65	60 inch....	7 20
24 inch....	3 40	72 inch....	9 20
30 inch....	4 00	84 inch....	10 50
36 inch....	4 75	96 inch....	12 00
42 inch....	5 50		

1½ inch mesh and 19 ga. wire:

12 inch....	$3 50	42 inch...	$10 50
18 inch....	5 00	48 inch....	12 00
24 inch....	6 30	60 inch....	15 00
30 inch....	7 75	72 inch....	18 00
36 inch....	9 90		

1 inch mesh and 20 ga. wire:

12 inch....	$4 00	42 inch...	$12 00
18 inch....	5 50	48 inch....	14 50
24 inch....	7 00	60 inch....	17 00
30 inch....	8 50	72 inch...	20 00
36 inch....	10 20		

¾ inch mesh and 20 ga. wire:

24 inch...	$10 50	36 inch...	$15 00
30 inch....	12 75		

½ inch mesh and 22 ga. wire:

24 inch...	$16 50	36 inch....	24 00
30 inch....	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Montreal, Canadian netting, 2 inch mesh, 20 per cent. off; 1 inch mesh, 30 per cent. off. American netting, 2 inch mesh, 20 per cent. off.

Invincible—	Per rod.
1848	0 72
2060	0 79

Put up in 10, 20 and 30 rod rolls. F.O.B. Montreal.

NIPPLES:
See Fittings.

OAKUM— **Per 100 lbs.**
Plumbers' in 50 lb. bales... 6 00
Navy Special, No. 1 ..... 13 00

OILS

	Toronto
Royalite, gal.	0 21
Gasoline, net. gal.	0 29
Above prices net.	Gallon.
Black oil, (summer)	0.19.0
Black oil (winter)	0.20.5
Capital, cylinder	0.69.5
Mach. oil, reg. grades	0.39.0
Imperial gas engine oil	0.59.0
Paraffine	0.19.0
Polarine, ex. heavy, list	1 25
List, less 15 per cent.	
Polarine. per gal. list	$ 1 00
Polarine. medium, list	1 00
Polarine, heavy, list	1 00
Polarine. special heavy	1 00
List, less 25 per cent.	
Gargoyle Mobiloil A. E & Arctic	1 45
Gargoyle Mobiloil, B	1 55
Gargoyle, Mobiloil, BB	1 55
List, less 25 per cent. on above.	
Fuel oil, bbl. net	0.10.80
Do., tank wagons, net	0.09.80
Do., tank cars, net	0.08.80

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING **Per lb.**

Fine jute	0 15
Coarse jute	0 11
Hemp	0 30
Square braided hemp	0 32
No. 1 Italian	0 35
No. 2 Italian	0 28

F.o.b. Toronto and Montreal

PAPER— **Per 400 ft. roll**

Dry Fibre, Anchor No. 1, Empress, Cyclone	$ 1 15
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 65
Do., Surpise and Stag	0 70
Tarred Fibre, Anchor No. 1, Cyclone	1 20
Do., Anchor No. 2, Elephant	
No. 2, Jolliette	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 50
Imp. Gray sheathing	4 50
Red Star heavy tarred straw	3 55
Spruce Sheathing, 36" and 72" wide	6 00
Asbestos Sheathing	7 75
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45
Asphalt felt, 10 and 15 lbs.	3 75

F.O.B. Toronto and Montreal and Hamilton

PASTE—Stick Fast—

In barrels, 250 lbs., per lb.	0 14
Barrels of 5 lbs., cotton lb.	0 15
In kegs, 125 lbs.	0 16
In 50-lb. boxes	0 18
In 25-lb. boxes. lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs., case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay	Montreal	Toronto
5 to 6 lbs., doz.	$8 00	$8 25
6 to 7 lbs., doz.	8 75	9 00
Rock—		
7 to 8 lbs., doz.	9 50	9 75

PINS, CLOTHES **Per case**

5 gross, 4 in. (loose)	$1 45
4 gross, 4 in. (cartons)	1 50
Spring, 2 grs., box	1 40

F.O.B. Montreal and Toronto.

WROUGHT PIPE—
List No. 57. November, 1922.
Standard Buttweld Pipe S-C, per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	6 00	8 00	....	....
¼ in.	3 96	6 00	7 20	9 30
⅜ in.	3 96	6 00	7 20	9 30
½ in.	5 02	6 55	7 31	8 93
¾ in.	6 10	7 82	8 86	10 70
1 in.	8 67	11 22	12 75	15 47
1¼ in.	11 73	15 18	17 25	20.93
1½ in.	14 03	18 15	20 63	25 03
2 in.	18 87	24 42	27 75	33 67
2½ in.	29 84	38 61	....	....
3 in.	39 02	50 49	....	....
3½ in.	50 60	64 40	....	....
4 in.	59 95	76 30	....	....

Standard Lapweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	22 20	27 75	31 08	37 00
2½ in	32 76	41 54	46 80	56 16
3 in.	42 84	54 32	61 20	73 44
3½ in.	51 52	65 32	73 60	88 32
4 in.	61 04	77 39	87 20	104 64
4½ in.	71 12	90 17	1 07	1 27
5 in.	82 88	105 08	1 24	1 48
6 in.	1 08	1 36	1 61	1 92
7 in.	1 40	1 79	2 07	2 50
8L in.	1 48	1 88	2 18	2 63
8 in.	1 70	2 16	2 51	3 02
9 in.	2 07	2 62	2 97	3 59
10L in.	1 92	2 43	2 82	3 39
10 in.	2 47	3 13	3 63	4 37

PIPE (Conductor)

	Plain	List
2 in., 10-ft. lengths, list,	$18 40	
3 in., in 10-ft. lengths, list	22 30	
4 in., in 10-ft. lengths, list	29 60	
5 in., in 10-ft. lengths, list	40 00	
6 in., in 10-ft. lengths, list	49 00	

Less 70 per cent.
F.o.b. Toronto, Ottawa and Oshawa

PIPE, LEAD
See weekly report.

PIPE, SOIL, Med. and extra heavy
2 in. to 6 in. ..... less 33 1-3%
8 in. ..... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ..... less 45%
8 in. ..... net
List of Oct. 1, 1907.

PIPE, STOVE
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

PLANTERS, CORN

King of Field, doz.	15 75
Triumph, doz.	11 00

PLATES, CANADA
Prices nominal. Montreal, Toronto

Ordinary, 52 sheets	5 40	4 90
Do., 60 sheets	5 50	5 00

PLATES, COKE TIN

20x28x100 lb. basis, box	$12 50
20x28IC, 112s, box	13 00
20x28 IX, 112s, box	15 00
20x28 IXX, 56s, box	9 00
20 x 28 IXXX 56s box	9 75

PLATES, CHARCOAL, TIN

IX, 20x28 56s	10 00
IXX, 20x28, 56s	12 00

PLATES, TERNE (Prices nominal)
IC, 14x20, 112 sheets $11 50

POLISH (O-Cedar) **Doz.Net**

4-oz. bottles	2 40
12-oz. bottles	4 80
1-qt. can (Imp.)	12 00
½-gal. cans (Imp.)	20 00
1-gal. cans (Imp.)	28 00

Liquid Veneer— **Doz. Net**

4-oz.	$ 2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS— **Doz.**

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58, japanned	$ 3 11
No. 158, galvanized	4 38
No. 59, japanned	1 43
No. 159, galvanized	150

PUMPS—

	Pitched Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list
F.O.B. St. Mary's Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.O.B. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air
Japanned and common oxidized 35 per cent. from standard list.
(Special discount for large sizes).

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller. Blacked and tinned, 47½ per cent.; iron burrs, 47½ per cent. off list on 200-lb. kegs.
Coppered rivets, net extras, 2c. per lb.
Extras add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 3c on 1-lb. pkgs.
Rivets, ½ in. and larger $6.00 base.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.
F.o.b. Montreal, Toronto, London.

ROOFING—Per roll.
Samson, medium, $2.50; heavy, $2.95; extra heavy, $3.65.
Ready, 2 ply, $1.80; 3 ply, $2.15;
Everlastic, 1 ply, $1.65; 2 ply, $1.90; 3 ply, $225.
Panamoid, 1 ply, $1.40; 2 ply, $1.75; 3 ply, $2.10.
Tomahawk, 1 ply, $1.15; 2 ply, $1.50; 3 ply. $1.80.
Everlastic Multi-Shingles
4 shingles in one, per sq. 5 80
Everlastic red or green, mineral surface, sq. 36" wide.. 2 50
Do., 18 wide 2 95
Everlastic Liquid Roofing cement—
Per gal.; in bbls. 0 70
5 gal. cans 0 80
1 gal. cans, gal., doz. 10 50
F.O.B. Montreal and Toronto.
Reed's Plastic Asphalt Cement

	Per lb
600 lb. drums	0 08
125 lb. drums	0 09
Above prices less 20 per cent.	
1 lb. cans, per doz.	3 00
5 lb. cans, per doz.	8 00
10 lb. cans, per doz.	15 00

Less 25 per cent.

ROPE

Pure Manila basis	0 20
Beaver manila, basis	0 18
British manila, basis	0 18
New Zealand hemp, basis	0 18
Sisal	0 16
Single lath yarn basis	0 16
Double lath yarn	0 16½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes: — ⅝ in. ½c.; 7-16 to 9-16 in., 1c.; ⅜ in., 1½ cts.; ¼ in. and 5-16 ins. 2c.; 3-16 in., 2½c. extra.

Yacht marline, tarred	0 49
Halyards, (basis)	0 42
Beaver Halyards, wht. pol. ¾ in. basis	0 26
Hemp, deep sea line, basis	0 42
Hemp, tarred ratline, basis	0 35
Hemp, tarred bolt rope basis	0 37
Marline and Houseline	0 37

NOTE.—Extra charge for shorter lengths than half coils, 2c. per lb additional.
Italian rope prices on application.

Cotton rope, ⅛ in.	$0 49
Do., 5-32 in.	0 48
Do., 3-16 in.	0 45
Do., ¼ in., and up	0 44

F.O.B. Toronto, Montreal, London. Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 17½ per cent. Imperial or Star, sandpaper, list less 17½ per cent.
B and A Emery cloth, list plus 7½ per cent.

SAWS, Hand
Disston, D.8, 26 in., $31 25 doz

SCALES
Champion ..... List less 10%
4 lb., $5.30; 10 lb., $.00; 240 lb **$11.15; 600 lbs., $30.00; 1200 lbs.,** $35.60; 2000 lbs., $51.60; 2000 lbs drop lever, $55.70.
Stamping extra.
F.O.B. Toronto, Montreal, Hamilton.

Renfrew Household	5 40

SCREEN WIRE CLOTH

Black, 12 mesh	$2 65
Galv., 14 mesh	3 75

SCREWS—
Discounts off Standard list adopted July 6, 1922.

Wood F.H., bright	80|5%
Wood O.H., bright	77½|5%
Wood R.H., bright	77½|5%
Wood F.H., brass	75|5%
Wood R.H., brass	72½|5%
Wood O.H., brass	72½|5%
Wood F.H., bronze	70|5%
Wood O.H., bronze	67½|5%
Wood R.H., bronze	67½|5%
Square cap	55%
Hexagon cap	55%
Coach or lag screws	45%

SCREWS—Iron Bench

No. 12—1 in.,	$11.52; 1⅛ in. $13.50; 1¼ in., $15.60.
No. 14—1 in.,	$12.15 1⅛ in. $15.30; 1¼ in., $17.40







MEAKINS BRUSHES

Use a Meakins Brush

To Save the Surface

To apply the protecting film of paint or varnish or Kalsomine you need a good brush — a Meakins Brush.

Unless this film is continuous and of unvarying density—if there are gaps and holes left on the surface as there must invariably be with the use of a poor brush —decay will set in and the remainder of the work rendered useless.

Be sure then to sell Meakins' good brushes whenever there is a painting job to be done. With their use smooth, even results are obtained with a minimum of effort.

Meakins Brushes help save the surface

Order through your Jobber





Meakins & Sons Limited

Hamilton, Ontario

Warehouses:
Winnipeg, London, Toronto. Montreal,
Vancouver, Calgary,
Liverpool, Eng.

If Interested tear out this page and place with letters to be answered

SCREEN CLOTH, per 100 sq. ft. $2.65

SCYTHES
Cast Steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.00; 1 loop, $16.25; 2 loops, $15.60; 3 loops, $14.20.

SHEETS, Corrugated
See Weekly Reports.

SHEETS, Galvanized, or Black
See weekly report.

SOLDERING COPPERS
See Coppers.

SOLDER, Bar
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.56; No. 8 $0.64; No. 9, $0.68.

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs., ⅛ and 5-16 ins. $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M $15 00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES, (Fence)
Per 100 lb. kegs
Bright 4 15
Galvanized 5 15

STOVES. Oil Burning, Cooking
List each.
Puritan, No. 22, 2 burner 21 50
Do., No. 23, 3 burner ... 26 00
Do., No. 24, 4 burner .. 34 00
Perfection No. 32, 2 burner 21 50
Perfection No. 33, 3 burner 26 00
Perfection No. 34, 4 burner 34 00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170 each, net 4 75
F.o.b. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List.
No. 525, each .....$ 8 00
No. 530, each 9 00
No. 630, each 12 00
Discount 30 per cent off list.
Hot Blast .....Less 20%
30 per cent discount off No. 525, No. 530, No. 630, only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap. cyco b.b..... 68 00
Grand Rapids, nick., cyo b.b. 55 00
Do., jap., cyco, b.b. 50 00
Parlor Queen, Nick., cyco b.b. 62 00
Princess, nick., cyco b.b.... 57 00
Standard jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do,. nick.. cyco bear 53 00

SWEEPERS, VACUUM (Bissel's)
Doz.
Grand Rapids, nickeled.....$106 00
Household, japanned 94 00
F.o.b. factory, Niagara Falls, Ont.

SWEEPERS, TOY (Bisel's)
Little Daisy, $3 00; Little Queen, $5.00; Little Jewel, $17.00.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings — List adopted June 7, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)
No. Description Each
263—50 ft. Challenge Stl..... 4 95
103—50 ft. Reliable Jr., Stl... 5 25
243—50 ft. Rival Steel 4 40
553—50 ft. Steel 3 95
1243—50 ft. Rival Jr., Steel .. 4 06
603—50 ft. Metallic 8 17
604—66 ft. Do. 3 54
403—50 ft. Linen 2 39
Dozen.
713—50 ft. Ass Skin 6 15
714—66 ft. Ass Skin 7 37
143—3 ft. Steel Pocket 7 27
145—5 ft. Steel Pocket..... 9 20
175—5 ft. Linen Pocket 6 35
165—5 ft. Cotton Pocket 1 55
F.o.b., Toronto, Montreal, London.

TAR, COAL
Refined, bbl. $10 50
Crude, bbl. 9 25

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal, net $7 25
Canadian Beauty, Reversible 4 65
Upright, with rack, net 5 00
Hotpoint Reversible 4 60
Net, in ½ dozen lots.
National stove 6 25
Do., upright 5 75

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .. 0 22½
Brackets, for above 2 00

T. F., steel track 1" x 3-16"
per 100 ft. net .....$ 9 38
Do., 1¼" x 3-16 ..... 10 00

TROUGH (EAVE)
O. G .Square bead and half round:
Size in girth. Per 100 ft.
8 in. .....$15 90 15 in. $28 80
10 in. ... .17 70 18 in..... 36 80
12 in. .... 21 20 Less 70%
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1, doz. $2 45
Giant, No. 1..... 3 20
Jump, No. 1 ..... 3 20
Hawley & Norton, No. 1 .... 4 75
Newhouse, No. 1 ..... 7 05
F.O.B Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40, per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60
F.O.B. Newmarket.

TWINE, BINDER per f.t
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lbs.

TWINE (COTTON)
5 lb. sack, 3-ply $0 55
Do., 4 ply, lb. 0 57
Cones, 3 ply, lb. 0.53
Do., 4 ply, lb. 0 55

VALVES AND COCKS
Compression work—Standard .45%
Fuller work—Standard 30%
Basin Cocks, Fuller, No. 0....30%
Nos. 1 and 2 .....30%
Bath cocks—Compression 41%
Flatway stop and waste cocks Standard 54%
Brass steam cocks, ½" to 2" 50%
Do., 2½" to 3" 43%
Radiator valves—Standard.....53%
Do., removable disc 53%
Globe, angle and check valves, standard ... .25%
Gate or Straightway 16 10%
Jenkins gate valve 16 10%
Jenkins Globe 10 10%
J.M.T. ....10 and 10%
J.M.T. C. 16 10%
J.M.T. gate valves 16 10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

VALVES, FOOT Blk. Galv.
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Prices, f.o.b., Toronto, Hamilton, London and Montreal.
Britannic, list plus 5 per cent.
Scotch Grey Ware, prices on application.
Colonial, 35 per cent.
Imperial ware, 35 per cent.
Pearl, 35 per cent.
Diamond, 12½ per cent.
Premier, 12½ per cent.
Canada ware, 12½ per cent.
Crescent, prices on application.
Crystal or whiteware, 50 per cent.
Japanned ware, plus 10 per cent.
Japd. ware, white, list plus 20 p.c.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain 50 and 5 p.c.
Stamped ware, retinned 40|12½ p.c.
Copper bottoms, net list.
Tinners, trimmings, plain 50|5 p.c.
Tinners' trimmings, retinned 40-12½ per cent.
Tinners' trimmings, general, plus 5 per cent.
Factory milk cans, list, plus 15%
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 30 per cent.
Pieced tinware, C. B., list, plus 40 per cent.
Fry pans, Acme, 30 per cent.
Fry pans, Quick Meal, plus 5 p.c.
Spiders, steel, plus 5 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, pus 10 p.c.
Steel sinks, painted, plus 10 p.c.
Light Galv. pails and tubs, 10%.
Heavy Galv. pails and tubs, 10%
Hollow ware, net list.
Garbage pails, 10%.
Jap. coal hods, list plus 40 p.c
Paper lined boards, 35 per cent.
Wood-lined boards, 10|10 p.c.
Copper boilers, prices on application.
Copper tea kettles, 5 per cent.
Copper tea and coffee pots, 5 p.c.
Stove and other pipe, net list.
Stove pipe elbows, black and galv. ten per cent.
Stove pipe thimbles, 60 per cent.
Galv. Coal Hods, list, plus 40 per cent.

WASHERS, WROUGHT—
Round, plain, Sizes given are sizes of hole, in boxes of 50 lbs., list prices per 100 lbs.:—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $8.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2½ in., $19.00. Discount 60% F.O.B. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 96 to 40 lbs., of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c. per 100 lbs.; if taken in kegs about 100 lbs., allowance 15c. per 100 lbs.

WEIGHTS, SASH
Tor. Lon. Mont
Section, 1 lb.
per 100 lbs. .$3 25 $3 50 $3 50
Section, ½ lbs.
per 100 lbs. . 3 25 3 75 3 50
Solid, 3 to 30 lbs.
per 100 lbs. . 3 00 3 15 2 60

WHEELBARROWS—
Navy, steel wheel, doz. ..$105 00
Garden steel, doz. 78 74
Light Garden, doz. 57 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS—
Annealed or Bright—
Advances over base price on sizes lighter than No. 9:
No. 9 and heavier ..... Base
No. 10 .....$ 0 06
No. 11 ..... 0 12
No. 12 ..... 0 20
No. 14 ..... 0 40
No. 15 ..... 0 55
No. 16 ..... 0 70
Coppering and liquor finish, extra $1.00, $1.50.
Tinning, extra, $2.00, $3.00.
Bright, base, $3.80.
Annealed base, $3.80.
Galvanized, No. 9, $4.05.
Barbed wire, 4 x 4, $4.10.
Coiled Spring Wire, 9 gauge, Toronto, $4.10; Montreal, $4.10.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c. to 70c.

Stovepipe Wire:
No. 18 .. ..$ 8 75
No. 19 ..... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $7.80; 8 in., $9.60; 10 in., $12.00 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $100 00
Dom. Bench, No. 541 EB .. 160 00
Favorite, No. 511E 92 00
Favorite, No. 512 ..... 96 00
Royal Canadian 88 00
Favorite, No. 514 ..... 133 00
Ottawa, No. 331E 95 00
Challenge, No. 311E 87 00
Warranty 100 00
Bicycle, 11 in. 95 00
Eze 94 00
Rapid 86 00
Eureka 68 00
Blue Belle 100 00
Do., Folding B 160 00
Rival 95 00
Model 86 00
Imperial 94 00
Gem, No. 331E 94 00
Sunlight, No. 111E 86 00
Discounts from above list 30%.
Freight equalized on ½ doz. lots and upwards with nearest of following prices to point of destination, viz.: Montreal, Kingston, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	50	50	50
Draining Tools	50	50	50
Hollow Back Scoops	50	50	50
Sand Shovels	50	50	50
Hollow Back Shovels	50	50	50
Hollow Back Coal Shovels	50	50	50
Riveted Back Scoops	50	50	50
Miners' Spring Point Shovels ..	50	50	50

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black....	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	.....
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net
Full polished add $1.00 per dozen net.
Half polished, add 50c. per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton and Guelph freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TINKER TOM'S TALKS.

No. 391

We Thank You!

The orders which came to us in the year just closing helped to make the second largest year in our business from a tonnage standpoint.

The continued preference of the trade for

"PREMIER" GALVANIZED STEEL SHEETS

AND

TONCAN METAL GALVANIZED SHEETS

is indicated by the entire absence of complaints from our jobbers.

YOU'LL THANK US!

in the New Year if you take our "tip" to contract now for your Galvanized Sheet needs for the early part of 1923.

We have everything all set—the best sheets—flat, smooth and soft—beautifully coated with pure Canadian Spelter, and a 50% increase in our facilities for production.

It's going to be a big year—in fact we're out to make it our biggest with your help.

Tear this page out and if I'm wrong write me about April next.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested, tear out this page and place with letters to be answered

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½ lb. packages $10.10 for 100 lbs, 5 lb. packages $9.60 for 100 lbs. f. o. b. Paris or nearest jobbing house.

ANTI-FREEZE Per Gal.
In 5 gal. cans .. .. $ 0 75
In 1 gal. lots 1.00
Anti-freeze for diluting purposes $2 50

BLUE STONE
Per lb. bbls. 0 07 0 08
Less quantities 0 10

COLORS (Dry)
Raw and Burnt Umber, 100 lb. kegs, No. 1 06-08
Raw and Burnt Seinna 100 lb. kegs, lb. 06-08
Imp. green, 100 lb. kegs 16–19
Chrome green, C. P. 45-50
Chrome yellow 20-40
Brunswick green, 100-lb. keg 11-12
Indian red, 100-lb. keg ... 08-18
Lamp black in bulk 0.20
Packages 30-38
Venetian red, best bright .. 06-08
Do., No. 1 .. .. 04-05½
Drop black, pure dry 18-20
Golden ochre, 100-lb. kegs .. 0 08
White ochre, 100-lb. keg 0 06
Yellow ochre, barrels 04-06
French ochre, bbls. 06-08
Spruce ochre, 100-lb. keg.. 06-08
Can. red oxide, bbls. 0 04
Vermillion, American 0 35
English vermillion 1 85

CEMENT and BRICK COATING—
Ad-el-ite, white, gal. .....$ 4 00
Ad-el-ite, tins, gal. 3 75

COLORS in OIL, Pure 1-lb.
Venetian red 0 27
Indian red 0 40
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 35
Siennas 0 37
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure ... 0 50
Lampblack 0 50
Imperial black, 25 lb. irons 0 35
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougal Muronic .....$ 6 40
Vitralite 7 93
Duralite, Imp. V. 6 10
Old Duck, S. W. 6 50
B-H "White" Enamel 6 60
Martins, white 7 10
Satinette, International V .. 7 24
C. P. Co., Allbagloss..... 6 50
C. D. Master Painters' 6 85
R. C. J. & Co. Ltd., Glitrox 6 50
Mooramel 7 00
Lowe Bros., Linduro 7 10
Sunshine, white 6 10
Kyanize (Boston Varnish) . 8 10
Solpar 4 60
Paripan 9 10
Jasperlac, O.P.W. 4 25
Invincible 6 50
Hillcrest Sanderson's 5 50
Luxeberry 7 43
Agate, Ramsay's 4 50
Ripolin, Glidden 7 20

GLUE Per lb.
English, sheet 24-30
White pigsfoot 0 50
Cake bone, 112-lb. bags 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 0 18 0 20
Canadian, per lb. 16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkgs. 23 00
Case No. 9, 200 ¼-lb. pkg. 29 00

GLASS—Window Single Double
Case lots .. ..16 oz. 24 oz.
Up to 25 ins. 6 00 9 80
26 to 40 ins. 7 45 12 20
41 to 50 ins. 8 10 13 30
51 to 60 ins. 8 45 13 80
61 to 70 ins. 8 80 14 40
71 to 80 ins. 9 30 15 15
81 to 85 ins. 10 85 17 65
86 to 90 ins. 11 40 18 50
91 to 95 ins. 20 65
96 to 100 ins. 22 35
Montreal 15 per cent.
Toronto, imported, less 7½%.
Toronto, domestic, less 5%.
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70/10%.

GLASS PLATE,
Montreal and Toronto 50%.

GLAZIERS POINTS
Zinc coated, 7c. per ½-lb. pkg. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots, Less than ton lots are 35c. per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c.; London, 55c.; Windsor, 60c. per 100 lbs. F.o.b. Toronto and Hamilton, 45c. per 100 lbs. F. o. b. Fort William and Port Arthur, 75c. per 100 lbs.
Maritime differential 50c. per 100 over Montreal.

	Montreal	Toronto
Anchor, pure	13 00	13 45
Jamieson's C.&.A., pure	12 00	13 45
Champion, pure .. .	13 00	13 45
Crown Diamond, pure	13 00	13 45
S.W.Green Seal,pure	13 00	13 45
I. V. Perfection ..	13 00	13 45
Ramsay's, pure ...	13 00	13 45
Moore's, pure	13 00	13 45
Tiger, pure	13 00	13 45
O.P.W., Dec., pure	13 00	13 45
Red Seal	13 00	13 45
Maple Leaf, pure ..	13 00	13 45
Elephant Genuine .	13 50	13 95

B. B. Genuine Lead, less than tons, Montreal, $14.35, Toronto, $14.80.

LEAD (RED DRY) Per 100 lbs.,
Genuine, 560 lb. casks 9 75 to11 00
Genuine 100 lb. casks 10 75 to 12 00
Less quantity ..... 11 75 to 13 00
No. 1, in casks .... 7 00 to 8 75
Do., in kegs ..... 8 00 to 8 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55 $2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls. .....$	7 15	$8 25
200-lb. half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs...	8 80	9 90

F. O. B. Toronto.

Oils—Fly Creonoid.
In Barrels, per gal. 0 60
Half-Barrels, per gal 0 65
5s and 10s. per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white, C. P. .....$	3 95
Sanitone, white, C. P.....	3 55
Sanitone, colors, C. P.	3 45
C.P. Co, pure white	4 05
C. P., Co., pure colors	3 70
C. P. floor paint	3 65
Elephant floor paint	3 40
Victoria floor paint	2 80
B.-H. English, colors	3 70
B.-H. English, white	4 05
B. H. Fresconette, white	3 55
B.-H. Fresconette, colors....	3 45
B.-H. floor	3 65
B.-H. porch floor	3 70
C. & A. colors	3 55
C. & A. white	3 90
C. & A. floor	3 40
Crown Diamond, white	3 95
Crown Diamond, colors	3 60
Crown Diamond, floor	3 55
Crown Diamond, porch	3 55
Do, Flat wall tone, white.	3 55
Do., colors	3 45
Dougall Re Newett, white..	3 85
Do., colors	3 70
Re Newitt, porch and floor..	3 65
Do., flat wall finish	3 45
Moore's House colors, white..	3 75
Do., house colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Do., Paint & Deck Paint..	3 50
I.V. Elastica, white	3 65
I.V. Elastica, colors	3 40
I.V. Flatine, int. wall. white.	3 55
I. V. Flatine, int. wall colors	3 45
Lowe Bros., H. S. white....	4 05
Do., H. S. colors	3 70
Do, H. S. floor, hard drying	3 65
Do., H. S. porch.....	3 70
Mellotone flat wall white...	3 60
Do., color	3 45
Jamieson's Crown Anchor...	3 55
O.P.W. Can Brand, white...	3 95
O.P.W. Can. Brand colors..	3 60
O.P.W Can. Brand, floor....	3 55
O.P.W. Flat Wall, white...	3 45
O.P.W. Flat Wall, color....	3 35
Ramsay's Pure, white	3 90
Ramsay's Pure, colors.....	3 55
Ramsay's Dul Tone, white ..	3 55
Ramsay's Dul Tone, colors ..	3 45
Ramsay's floor	3 50
Ramsay's porch	3 55
Glidden's white	4 05
Glidden's colors	3 70
Martin-Senour 100%, white..	4 05
Martin-Senour, 100%, colors	3 70
Martin-Senour, porch paint..	3 70
Martin-Senour, Neutone, white	3 55
M.-S. Neutone, colors	3 45
Martin-Senour, floor paint ..	3 65
Sherwin-Williams, white	4 05
Sherwin-Williams, colors	3 70
Sherwin-Williams, floor	3 65
Sherwin-Williams, porch paint	3 70
Flat Tone, white	3 55
Flat Tone, colors	3 45
Maple Leaf, white	4 05
Maple Leaf, colors	3 70
Maple Leaf, floor	3 65
Hillcrest (S.P.) colors	3 05
Do., white...	3 40
Do., floor	3 00
A. & E. Adelite, white	4 05
Do., colors	3 70
Do., Industrial white	3 60

Barrett Products

Everjet Elastic Carbon Paint —	Mont.	Tor.
Barrels, per gal. ..	0 80	0 85
Half-barrels, per gal.,...	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz....	12 00	12 00
Everjet Black Enamel—		
Crates, 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1 gal. cans gal.....	1 50	1 50
5-10 gal. cans. gal..	1 35	1 35
Barrels-half bbls. gal.	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	....	0 70
1s (case 12 gals)	8 50	9 50

H. T. & A. Co's Creosote Oil—

Barrels	0 45
Half barrels	0 50
5s and 10s	0 60

PUTTY
See weekly report.

ROSIN— Per 100 lbs.
G, medium grade..... 4 00
Water white 5 25

SHELLAC Pure White / Pure Orange
5-gal. jugs $4 25—4 60 / $3 75—4 10
1-gal. jugs 4 55—4 95 / 4 05—4 45
F.O.B. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens.
Sherwin-Williams . ..	1 45	1 70
B.-H. Anchor	1 45	1 65
Soligum	1 30	1 65
Maple Leaf	1 45	1 65
Martin Senours	1 45	1 65
Elastica, (I.V.)	1 45	1 65
Hillcrest, (S.P.)	1 40	1 60
"C. D." Shingle	1 25	1 45
Canada Paint	1 45	1 65
Gliddens	1 45	1 65
O.P.W. Creolin	1 30	1 50
Ramsay's	1 45	1 65
R. C. J. & Co. Ltd. ..	1 80	2 05

TAR	Mont.	Toronto.
Coal tar, refined ..	10 25	10 50
Do., crude	9 00	9 25

PAINT & VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans, S.W....	3 00
B. H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Takof	3 00
O.P.W. Presto	2 60
Solvo	3 60
Gliddens	3 00
Varn-off	3 00
Crown and Anchor	3 00
Adelite, (A. & E.)	3 00

VARNISHES	Per gal.	cans
B. H. Floors	4 08	
B. H. Maritime Spar	5 18	
B. H. Hard Oil	2 76	
B. H. Gold Medal	3 42	
Elastilite, Imp. V.	3 95	
Granitine, Floor Finish	3 95	
Hydrox Spar, Imp. V.....	5 00	
C. P. C. Sun Varnish	4 00	
Glidden Wearette	3 99	
Glidden Floorette	3 99	
Glidden Jap. Spar	5 79	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 10	
I. V. Elastica, No. 1	4 99	
Do., No. 2	4 58	
Do., Floor	4 10	
O.P.W. Jasperite Interior and exterior	3 40	
O.P.W. Indestructo, floor ..	3 40	
O.P.W. Jasperite Pale Hard Oil	2 50	
P. & L., No. No. 61.....	5 14	
Jamieson's Copaline	4 10	
M-S Marble-Ite Floor.....	4 32	
M-S Wood-Var	4 16	
M-S Durable Spar	5 23	
M-S Finest Interior	4 97	
Moorlastic Floor	4 25	
T. 45 Floor	3 50	
Morvar Interior	3 25	
Moore's Spar	5 00	
Elastic Interior	3 24	
Mar-not, S. W.	4 03	
Quick Action House	2 70	
Rexspar, S. W.	5 13	
Scar-Not S.W...	4 76	
Lowe Bros., durable floor...	4 30	
Solpar House Spar	4 60	
Solpar Floor	4 60	
Solpar, Interior	3 60	
Kyanize Spar, Boston Var.	5 25	
Kyanize Cabinet Rubbing ..	4 95	
Kyanize Interior and Floor.	4 95	
Luxeberry Light	4 56	
Luxeberry granite	4 56	
Luxeberry spar	4 73	
Ramsay's Universal	3 80	
Ramsay's Agate Floor	3 80	
Ramsay's 400 Hard Oil	3 35	
Ramsay's No. 720	3 00	
"C. D. Big 4" Exterior	5 10	
Do., Interior	4 60	
"C. D. Big 4" Floor	4 50	
C. D. General purpose	4 28	
C. D. Furniture	2 80	
Dougall Univarnish, clear ..	4 50	
Dougall Transparent spar .	5 00	
Dougall Transparent, floor .	4 50	
Do., Nogloss, interior	4 50	
Do., Interior	4 50	
Adelite, No. 103, Floor	4 00	
Adelite, No. 105, Flat	4 00	
Adelite, No. 100, Spar	5 80	

F.O.B. Montreal, Toronto.

WATER PAINTS

Rockface, bbls,, 250 lb.....	0 05
C. P. Opalite, 300 lbs. bbls.	0 16
C. P. Opalite, 100-lb. pkg...	0 17
1 gal. packages, per pkg....	1 00
S. W. Aqualite, 100 lbs....	0 14½
Ramsay's "Ideal," 310 lb. bbls.	0 10½

Water Paints 5 lb. pkgs.	(per 100 lbs.) White	Colors
Frescota	8 50	9 50
Decotint	7 50	8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine 300 lb. bbl.	7 00	7 50
Hygienic Kalsomine	per 100 lbs	
300 lb. bbls.	7 00	8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkgs. ..	10 00	11 25

WASTE—
Cream, polishing, 19c.
White, XXX, 19c; XX, 17c; X 16c; XC, 14½c; XXX extra, 17c; XX, grand, 16c.; XLCR, 15c.; X, empire, 13½c; X press 12c.
Colored—No. 1, 13½c; No. 17, 12½c; No. 1A, 11½c; No. 1B, 10½c; Fancy, 14c; Lion, 12½c; Standard, 11c; Popular, 9½c; Keen, 8c.
Above lines subject to trade discount for quantity.

WAX

B H. Wax .....$	0 45
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Floor	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal..	3 35
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. wax	0 50

F.O.B. Montreal, Toronto.

WHITING
Gilders, bolted in bbls 2 50

WOOD ALCOHOL Per gal
In five gallons 1 35
Methylated Spirits 1 55

Brighten Up Your Local Advertisements

A picture tells a story at a glance.

A good illustration directs a reader's attention at once to the article advertised.

An illustration adds emphasis and contrast to cold type.

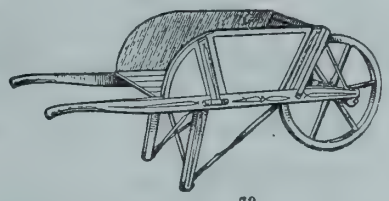
Illustrated advertisements bring more business.

Write to-day for HARDWARE AND METAL'S free booklet showing over 400 electros of which the following, taken at random, are samples.


91


175

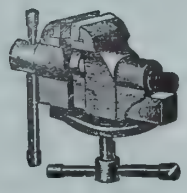

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376


227

Any of the 412 electros in the booklet are available to subscribers at 30c each, cash with order.

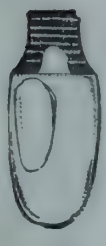
Write To-Day for Free Booklet.

HARDWARE & METAL

Electro Department

143-153 University Avenue

Toronto, Canada


269


283

If interested, tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Sort Shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List	Lesmok List	Smokless List
BB Caps			$7 00
22 Short		$10 00	10 70
22 S. Mush			11 50
22 Long			12 15
22 L. Mush			16 00
22 L. D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		70 00
25/20			70 00
25 Colt Auto			53 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	33 50		
32 Colt Auto			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim			144 50
33 Win.			190 00
35 Rem. Rim			159 50
351 Self Ldg			121 50
44/55			152 50
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Ammunition, 42½ per cent.
U. M. C. 42½ per cent off Dominion list.
Dominion Ammunition—Discount 42 and 20 per cent off Dominion List.

ANVILS
Peter Wright, 60 to 69 lbs., 26c. per lb.; 70 to 79 lbs., 24½c. per lb; 80 lbs. and over 22c; Farriers' Clip Horn, 23c. a lb. Norris, 60 lbs. and over, 16c.

AUGER BITS

Standard	List Prices per dozen		
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
7	5 00	22	16 00
6	5 00	21	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
12	7 00	27	24 00
11	7 00	26	21 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin .. .. ..15% on list.
Common .. ... 30% off list.

AXES—

Single Bit	$12 00	$14 40
Double Bit		17 00
Broad Axes	52 00	57 00

AXES, Bench

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 00

BAR IRON
Round and square—3-16 in., ¼ in., and 5-16 in., $5.40 base; round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.35 base; Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in., up to 6 in. wide $4.80 base; Rounds over 2¾ in. to 6 in., $5.10 base; Swedish iron, $8; sleigh-steel, $5.60; spring steel, $9.50; machinery steel $8.00.
BARS, CROW, $9.00 per 100 lbs.

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 30-10-10% off list.
Standard, 30-10 per cent off list.
Extra, 30 per cent.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30 gal., each $10 50

BOLTS
Carriage, 38 in. and smaller, up to 6 in., 27½ and 5%; over 6 in., 20%; 716 in. and larger, 20%; machine, ⅜ in. and under, up to 4 in., 42½%; over 4 in., 25%; 7-16 and over, 25%; machine set screws, 50%; plough bolts, 17½%; stove bolts, 70%; shaft bolts 10%; tire bolts 45%; sleigh shoe bolts, 10%.
BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 33
3 x 3 in.	0 35
3½ x 3½ in.	0 36
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30
Wrought steel—	
No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in, $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $1.55; No. 1, $1.85; No. 2, $2.25; No. 3, $3.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $18.75.

CLEVISES, MALL, 21c. per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER
Sheets planished, 56c. per lb.
Tinned, 50c.

CORD, SASH
Coils or Hanks.
No's. 8, 9, 10 per lb. 0 63

DRILLS
See Eastern List.
Bit Stock discount 45%
Blacksmiths' ½ inch shank 50/10%
Straight shank 50/10%
Taper shank 50/10%
Urie, gauge 50/10%

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.75; 10 in., $6.38; 12 in., $7.65; 15 in., $10.63.
Conductor pipe, 2 in., per 100 ft. $7.02; 3 in., $8.08; 4 in., $10.20; 5 in., $14.45.

FILES
Globe ... . Discount 60%
Nicholson Gen. Discount .. 85%

FITTINGS—Malleable
Class A 60%
Class B and C, off new list 60 and 10 per cent.
Bushings 25%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
⅛, 2½, 3½, 4", 5 and 20% off.
Nipples, 4 in., and under, 50 per cent off.

FRY PANS Each

Cast Iron, No. 8	0 90
No. 9	0 95

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
55 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES
Price of "single"
Per 100 lbs. ... ...$ 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$17 00
No. 1, 1¼ lbs.	16 00
No. 1½, 1 lb.	15 75
No. 2, 13 oz.	15 60
No. 22, 1¼ lbs.	13 25
No. 21, 1 lb.	12 70
Bell Face—	
No. 61, 1¼ lbs.	16 00
No. 61½, 1 lb.	15 75
No. 62, 13 oz.	15 60
No. 65, 1¼ lbs.	13 25
No. 64, 1 lb.	12 70

HAMMERS, MACHINISTS'

No. 1	10 20
No. 1½	11 70
No. 2	13 50
No. 2¼	15 15

HAMMERS, MASONS'
No. 43, 5 lbs., and over, $18.70 cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $13.00 per cwt.

HINGES—Net prices
Light Strap—3 in., $1.48 per doz. prs.; 4 in., $1.70; 5 in., $2.12; 6 in., $2.80; 8 in., $3.72; 10 in., $5.72.
Light Tee—3 in., $1.45 per doz. prs.; 4 in., $1.75; 5 in., $2.00; 6 in., $2.70; 8 in., $3.35.
Heavy Tee—4 in., $2.30; 5 in., $2.80; 6 in., $3.20; 8 in., $3.70; 10 in., $6.35; 12 in., $9.45.
Heavy Strap—4 in., $2.27; 5 in., $2.87; 6 in., $3.45; 8 in., $4.87; 10 in. $8.00; 12 in., $10.50.
Corrugated Tee—4 in., $2.87; 5 in., $3.55; 6 in., $4.40; 8 in., $7.00; 10 in., $9.60.
Corrugated Strap—4 in., $2.27; 5 in., $2.95; 6 in., $4.85; 8 in., $5.85; 10 in., $8.55; 12 in., $11.05.
Screw Hook and Strap—6 in., $3.45 per doz. prs.; 8 in., $3.90; 10 in., $5.10; 12 in., $5.60; 15 in., $6.25; 18 in., $9.00; 21 in., $10.25; 24 in., $13.00.

HORSESHOES
Iron, No. 0 to 1, $8.90; No. 2 and larger, $8.65; snowshoes, No. 0 to No. 1, $9.15; No. 2 and larger $8.90; hand drilled, No. 0 to 1, $9.85; No. 2, and larger, $9.35; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3-ply	9 50
⅝ in. x 3-ply	11 00
¾ in. x 3-ply	13 00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 25
28 Am. or 26 Eng.	7 85
26 Am.	7 55
24	7 40
22	7 40
18 and 20	7 25
16	7 10

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55 set ....$ 2 00
Mrs. Potts' No. 50 set 2 20
Mrs. Potts' common sad iron handles, $1.50 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17.50
Lightning	$17.50

LADDERS, STEP
Common, 4 ft., $1.40; 5 ft., $1.70; 6 ft., $2.05; 7 ft., $2.45, 9 ft. $2.75. 10 ft., $3.90.

LADDERS, EXTENSION
20 to 32 ft. per ft .30½c; 36 to 40, 33½.

LANTERNS—Cold Blast—

No. 2 Japanned	10 59
No. 2 plain	10 07
No. 2 coppered	16 25
Short Globe, doz.	10 58

LATCHES—Thumb, Steel Doz

103	2 00
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $13.41 per 100 lbs.

LEAD WASTE, $14.31 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs. ... ...

LINSEED OIL Per gal.

Raw	$ 1 20
Boiled	1 23

HINGES—Net prices.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $9.75; cutter, $9.75.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	4 80
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 9 75		$10 25
Empress		11 50	12 25
Daisy	6 75	7 00	7 25
K—3 blade	9 60	10 25	10 00
C—4 blade	10 70	11 25	11 75
BB—4 blade	12 45	13 00	13 45

NAILS—
Wire, f.o.b. Fort William $4.00 base; Winnipeg, $4.60; cut f. o. b. Winnipeg, $6.75.

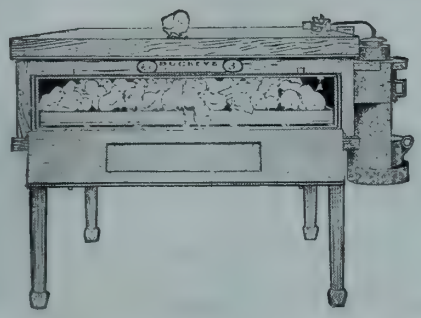
NAILS, HORSE, 25-lb. Box

	MRM	Cape-Well	New Peerless
No. 4			7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Your Winter Sales

Can be Increased by Featuring

Buckeye Incubators and Brooders

These lines are not only profitable but are business builders making real friends of your customers.

Buckeye Incubators

Hatch more and better chicks.

Buckeye Brooders

Will raise three chicks where one grew before, and raise them better.

Both Incubators and brooders simple and easy to operate. A post card will bring you catalog and prices.

The J. H. Ashdown Hardware Co., Limited

SASKATOON WINNIPEG CALGARY EDMONTON

Abbey & Imbrie

"Fishing Tackle that's Fit for Fishing"

January!

January is the month in which the foresighted dealer gets into action on his fishing tackle stock. He orders in January to make sure that his line will be O.K. when the consumer demand begins and that he will not miss sales through unreadiness. An early period of warm weather does not take him by surprise and send his customers to the rival down the street.

He knows that if he tells the manufacturer early what he is going to want the manufacturer is sure to deliver on time, and that if he sends in his order when there is a last-minute jam, he may have to wait and lose business.

Give us your order now and mark it for delivery on some date in the Spring.

Printer has promised 1923 catalog by January 15. Drop us a card now and we will send you one of the first copies off the press.

Established 1820
This is Our 103rd Year

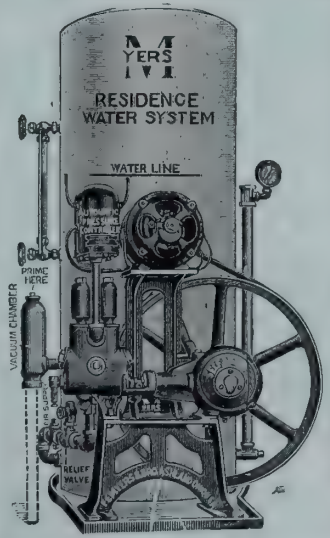
ABBEY & IMBRIE
Division of
Baker, Murray & Imbrie
97 Chambers Street
New York City

PNEUMATIC WATER SUPPLY SYSTEM

Gives country residents all the advantages of a city water system without the excessive cost

The wide-awake dealer will make big profits out of this system among customers who now have difficulty with their water supply. It is so simple to operate and costs practically nothing for upkeep.

The outfit consists of an air-tight steel tank which can be placed in the basement, and a "Myers" famous guaranteed pump (hand or power), suitable for pumping air or water, together with pipes and fittings. Any plumber or gas fitter can easily install it. Every outfit guaranteed to do the work for which it is designed. For small or large dwellings.



Write us for Water System Catalogue and prices. Now is the time to interest your customers.

The STEEL TROUGH & MACHINE CO., Ltd.
Tweed, Ont., Canada

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY—

1 in. mesh x 24 in.	$ 5 60
30 in.	6 80
36 in.	8 00

NUTS

Square, small lots, blank, $2.25; tapped, $2.75 advance on list; Hexagon, small lots, blank, $2.50; tapped, $3.00 advance on list; case lots all styles. 1c less than above.

OAKUM

U. S. Navy, bale, 50 lbs.	$10 00
Plumbers, bale 50 lbs.	4 25

OILS—	**Gallon**
Kerosene	$0.21½
Gasoline	0 33
White Rose Gasoline	0 35½
En-ar-co Motor Oil, medium and heavy	1 10
Do., ext., heavy	1 10
Black (summer)	0 26
Black (winter)	0 27
Imperial kerosene tractor	1 10
National Steam Cylinder	0 75
Capital cylinder	0 76½
Imperial gas engine	0 66
Discount 10%.	
Polarine, medium	1 10
Polarine, heavy	1 10
Polarine, special	1 10
Gargoyle, Mobile A	1 55½
Gargoyle, Mobile B	1 65½
Gargoyle Mobile BB	1 65½
Gargoyle Mobile E and Arctic	1 65½
Fuel oil	0 13¼
Discount 25%.	
Wm. Penn Motor, medium	1 10
Do., heavy	1 10
French C, medium	0 90
French A, heavy	0 90
Transmission, Star	1 00
Steam Cylinder, No. 650C	0 90
Volunteer, Red gas engine	0 60
Castor, machine	0 46
Melrose Harvester machine	0 65
25% and 10%.	

Buffalo Brand, English Motor Oil, Electro Gasolene, and Tractorelene Oil:—Latest prices on request.

PAINTS, PREPARED (1 gallon can basis)	
Stephens' white	$ 4 20
Stephens' colors	3 85
Stephens' floor	3 80
Silkstone, white	3 70
Silkstone, colors	3 60
Stephens', barn	2 20
Stephens', barn, extra colors	2 40
Ramsay's, white	4 05
Do., colors	3 70
Durtone, white	3 70
Do., colors	3 60
Martin-Senour, white	1 20
Senour's floor	3 80
M. S. Neutone, white	3 70
M. S. Neutone, colors	3 60
M. S. Red Schoolhouse	2 45
M. S. Standard Barn	4 20
Canada Paint White	4 20
Do., Colors	3 85
Do., Floor	3 80
Sanitone "C.P." White	3 70
Sanitone "C.P." Colors	3 60
Homestead Red Barn	2 20

PAPER, BUILDING	
Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O. K., tarred	1 20
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $7.75; 6-7 lbs., $8.50 doz.; 7-8 lbs., $9.00.

PIPE, WROUGHT

	Per 100 feet. Blk.	Galv.
⅛ in.	6 84	9 24
¼ in.	4 68	7 12
⅜ in.	4 82	7 26
½ in.	6 15	8 00
¾ in.	7 48	9 55
1 in.	10 65	13 72
1¼ in.	14 42	18 56
1½ in.	17 25	22 20
2 in.	23 20	29 87
2½ in.	36 70	47 22
3 in.	48 00	61 77
3½ in	62 20	78 75
4 in.	73 66	93 28
4½ in.	87 32	110 17
5 in.	101 84	128 47
6 in.	132 07	166 63

PLASTER PARIS

Per barrel	6 75	7 50

PLATES, CANADA

9x21, per box, blued, $6.75; 18 x 24 blued, $6.75; 20 x 28, blued, $6.75.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	**Doz.**
No. 165 x 2½	$ 2 15
No. 165 x 3	3 25

PUMP OILERS, GENUINE CANNON

No. 351. $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each.; No. 4, $3.85 each.

PUTTY	
100-lb. irons	5 50
25-lb. irons, per cwt.	5 75
1½ lb. tins	0 16

RIVETS AND BURRS

Iron rivets, 40c; copper No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE—

Best manila—¼ in., 5-16 in., 23c; ⅜ in., 22½c.; 7-16 in., ½ in., 9-16 in., 22c.; ⅝ in., 21½c.; ¾ in., and larger 21c.

British, Beaver and New Zealand—¼ in., 5-16 in., 20½c.; ⅜ in., 20c.; 7-16 in., ½ in., 9-16 in., 19½c.; ⅝ in., 19c.; ¾ in. and larger, 18½c.

Sisal—¼ in., 5-16 in., 19½c; ⅜ in., 19c; 7-16 in., ½ in., 9-16 in., 18½c; ⅝ in., 18c; ¾ in. and larger, 17½c.

Lath yarn, 17½c.

Cotton Rope—3-16., $0.57; ¼ in. and up, $0.55.

SANDPAPER	**B & A** Quire	Ream
00, 0	0 35	6 75
½	0 38	7 15
1½	0 50	9 45
2	0 58	10 95
2½	0 65	12 55
3	0 75	14 30

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $13.20; Watch Spring, $13.90; Lance Tooth or Lightning Blades, $16.00.

SCREWS

Bright iron round head, 77½%; flat head 80%; oval head, 77½%; round head, brass 72½%; flat head, brass, 75%; coach, 37½%.

Set screws, 50 per cent. Cap screws, 50/15 per cent

SCYTHES—	**Doz.**
Clipper	$16 80
Bush	16 80
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D. H., Sqr. Pt. $14.00 per doz.; D. H., Rd., Pt. $14.00; L. H. Sq. Pt. $14.00; L. H. Rd. Pt., $14.00 Bulldog & Jones, D.H., Rd. Pt., $15.45; D.H., Sq. Pt. $16.10; L.H. Rd. Pt., $16.10; L.H. Sq. Pt., $16.10; Black Cat and Moose and Jones Scoops No. 4, $17.85; No. 6, $19.65; No. 8, $20.45.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS	
No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK	
10 gauge	5 45
12 gauge	5 50
14 gauge	5 65
16 gauge	5 70
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Large, boiler, 12 in.	1 50

SOLDER, per lb., 26 to 2c.

SPIKES—BOAT	
Pressed, ¼ in.;	$10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.25, Fort William; $4.85, Winnipeg.

STEEL

Sleighshoe, $5.25 base per cwt.; plow, common, $12; crucible ploy, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, 1-4, 5-16, $4.15 base. Round and square, 3-8 to 2 in., and flats up to and including 1 in. x 4 ins., $4.15 base. Round and squares, over 2 in., up to and including 3 in., and flats over 1 in. x 4 in., $4.75 base. Rounds, over 3 to 6 base, $5.25. Band steel $4.50 base.

STEEL HOOPS	
½ in., $8.35; ⅝ in. $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.	

STEEL SQUARES

10% on list.

TACKS Carpet, 70% off list.

TIES—Cow

TIN AND TERNE PLATE—	
20 x 28 IC box	$18 00
20 x 28 IX box	22 50
20 x 33 IC box	22 75
20 x 33 IX box	27 50
Terne plates	24 00

TRAPS, GAME—	Victor	H.&N.	Doz. Jump
No. 0	2 15	4 10	
No. 1	2 45	4 80	3 25
No. 1½	3 90	7 30	4 70
No. 2	5 35	10 15	7 15
No. 3	8 95	13 65	9 60

TUBS—	**Wood**	**Fibre**
No. 0	$26 24	$29 55
No. 1	22 28	24 35
No. 2	20 79	21 10
No. 3	16 83	18 00

TURPENTINE

$2.45 per gal.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply cones	0 54
Cotton, 3-ply balls	0 58
Cotton, 4-ply cones	0 58
Cotton, 4-ply balls	0 62

VARNISHES—

Stephens' Luminette, gal.	$ 3 85
Stephens' Exalite, gal.	4 35
Lion Brand Color Varnish, per gal.	4 60

WARES, ETC.—

Scotch grey graniteware.

Colonial, Imperial, Pearl, 22½/5 per cent. off.

Premier, Canada, Diamond, 2½ per cent. off.

Whitewear, 30 20 per cent. off.

Japanned Ware, list plus 25%.

Japanned Ware, white, list plus 35 per cent.

Japanned Sprinklers, list plus 35 per cent.

Stamped Ware, plain 33 1/3 and 20 per cent. discount.

Stamped Ware, retinned, 30-15-2½ per cent. off.

Pieced Tinware, ordinary, list plus 47½ per cent.

Pieced Tinware, copper bottoms, list plus 57½ per cent.

Sheetiron Ware, list plus 25%.

Pieced Tinware, copper bottoms, list plus 57½ per cent.

Light Galvanized Pails, plus 5%.

Tubs—

Light, plus 5 per cent.

Heavy, plus 5 per cent.

Pails and Tubs, plus 15 per cent.

Japanned Coal Hods, list plus 55 per cent.

Galvanized Coal Hods, list plus 55 per cent.

WASHERS— Size	Case lots	Less
3-16 in.	$12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	1 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—	
Cream, polishing	0 24

WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½

COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J.	0 11
Keen	0 09½

WEIGHTS, SASH	**Per 100 lbs**
Sectional	7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 60
12 in.	18 80
14 in.	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 70
Navvy, doz.	105 00

WIRE—BARB—

Lyman 4 point, $4.10, Winnipeg. Glidden Cattle, 2 pt., $3.90, Winnipeg; plain twist, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.70. No. 12, $4.90, coil spring, plain. Winnipeg, No. 9, $4.75, No. 12 $4.95.

WIRE CLOTH

Painted black screen in 100 ft. rolls, $2.85 per 100 sq. feet.

WIRE—PLAIN

Bale ties, 14- gauge, single loop $6.15 Winnipeg, $5.95; Ft. William. Brass snare wire, per lb., 50c.

WIRE—ANNEALED

No. 9, $5.25; No. 10, $5.30; No. 12, $5.45; No. 14, $5.65; No. 15, $5.80; No. 16, $5.95 per 100 lbs.

WRENCHES—NUT

Agricultural—

6 in., $5.50; 8 in., $6.60; 10 in., $7.70; 12 in., $9.90; 15 in., $13.20.

Perfect Handle

6 in., $15.00; 8 in., $17.50.

WRENCHES—PIPE

Trimo—45 per cent. off list

Stillson—50% off list.

	Dozen— Black, N P
Always Ready	
No. 1	$3 75 $4 10
No. 2	5 25 5 50

WRINGERS, CLOTHES	**Doz.**
Regent	$69 00
New Era	76 50
Universal	49 50

Important Announcement To Western Sheet Metal Trade

METAL SHINGLE & SIDING CO., LTD., and WESTERN STEEL PRODUCTS, LTD., two of Canada's largest Sheet Metal industries, arrange basis of association covering the manufacturing and marketing of the products of their Factories.

An arrangement has just been completed of great interest to the Sheet Metal trade of the west between the Metal Shingle & Siding Co., Limited, of Preston and Montreal, and subsidiaries of this Company having offices and factories at Winnipeg, Calgary and Saskatoon, and the Western Steel Products, Limited, of Winnipeg, having branch offices and factories at Calgary, Edmonton and Regina.

The offices of the Metal Shingle & Siding Co., Limited, in Manitoba, Saskatchewan and Alberta, at the three points above mentioned will be closed on January 1st, 1923, and the Western Steel Products, Limited, will take complete charge over the territory of the four provinces of the manufacture and sale of the products of the factories of both Companies.

In addition to selling the products of the combined factories in the west, the Western Steel Products, Limited, will act as exclusive selling agents for the Metal Shingle & Siding Co., Limited, of Preston and Montreal for products which are not made in the Western factories —such as Metal Lath, Rolling Steel Shutters, Steel Sash, O.K. Thimbles, Swartwout Ventilators, etc.

Under the new arrangement factories and sales offices will be operated at Winnipeg, Saskatoon, Regina, Calgary, Edmonton and Vancouver, and from these centres the products of the factories, both east and west, will be distributed throughout the adjoining territory.

Under this arrangement, economies in purchasing, in selling and in manufacturing will be possible, and, as well, the requirements of the Western Provinces will be more closely looked after.

The Western Steel Products, Limited, will be in a position to take care of practically every requirement of the Western Sheet Metal trade, and will be in a position to give careful and efficient service to its customers.

Metal Shingle & Siding Co., Ltd.

Offices and Factories:

Preston, Ont. **Montreal, Que.** **Toronto, Ont.**

Western Steel Products Ltd.

Office and Factories:

Winnipeg, Man. **Regina, Sask.** **Saskatoon, Sask.**

Calgary, Alta. **Edmonton, Alta.**

If interested, tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
B. J. Coghlin, Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Gray Ball Bearing Co., Ltd., Toronto.

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The Dominion Belting Co., Ltd., Hamilton, Ont.
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BELTING, STITCHED COTTON DUCK
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Smith & Hemmenway Co., Inc., Irvington, N. J
Stanley Rule & Level Co., New Britain, Conn
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BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
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BRACES
Goodell-Pratt Co., Greenfield, Mass.
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The Boeckh Company, Limited, Toronto, Ont
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BUCKETS, ELEVATOR
N. Slater Mfg. Co., Hamilton, Ont.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont
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Canada Foundries & Forgings, Brockville, Ont
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Chicago Spring Hinge Co., Chicago, Ill
The Lawson Mfg. Co., Chicago, Ill.
The Stanley Works, New Britain Conn

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B. & H. Thompson, Co., Montreal.
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BUILDERS' SUPPLIES
The Barrett Co., Ltd.,
W. Walker & Son, Ltd., Toronto.

That Big Farm Job—

"We feel that **there is an exceptionally good field for business in the rural districts** where the Farmer is wakening to the fact that he can have at a fairly moderate cost the conveniences of the city resident; and **with a little concentrated work** on the part of the manufacturer, the jobber and the Sanitary Engineer **this business should be more extensive** . . .We personally feel that general business in 1923 will exceed that of 1922."—Empire Brass Mfg. Co., Ltd., London, Ont.

Are you game for that concentrated work? Are you after Mr. Farmer's business? He's had good crops and he's realizing how plumbing and heating equipment can help him to make more money and have a better farm. But it's like all other worth while things, this business—**you have to go after it.**
Facts and figures and selling arguments are in Sanitary Engineer every issue. The plumbers of Canada must make a definite drive for this business. Read the practical information and the selling helps twice a month in Sanitary Engineer and see how many farmers you can "sign up" during 1923!

"We have found some improvement in business during the past few months and we think that the prospects for the coming year are better than they have been for some time during the past. **There must certainly be a considerable volume of building business** during 1923 which has a direct bearing on the line of business in which we are interested."—Amherst Foundry Co., Ltd., Amherst, N.S.

Doesn't this look as though you should start the new year off the right way? "Volume of building" means lots of plumbing and heating and steamfitting. Be sure you're prepared to go after it with the best ideas, the best prices and the most convincing selling arguments. Every issue of Sanitary Engineer will give you technical information, lowest market prices and quotations, and selling arguments. It will give you the right start for bigger business in the New Year.

"Any person undertaking to do plumbing and drainage work without the necessary training and qualifications is like a person performing a serious operation without the necessary surgical knowledge."

"Every employer should be discouraged from allowing handy men, etc., to do plumbing work. These men install sinks, basins, etc., using all manner of material as waste pipes. They undoubtedly get rid of the waste water but they take no precaution against the syphoning of traps, thus admitting sewer air into the building . . .In several cases fixture steam traps were found discharging from soil pipes. This is bad practice because expansion and contraction caused the lead in joints to get out of place in a very short time."

This is an extract from an article by a plumbing inspector who closely examined sanitary conditions in industries. He tells of the many opportunities he sees for plumbers to go after employers and sell more equipment. His speech is chock full of definite cases and remedies for them. If you're looking for arguments to put up to the big employer to get more business from him, just read this article. You'll find it in the January 1 issue of Sanitary Engineer. Send for it **now.**

And More Important than Ever—"Markets"

Do you follow the market price fluctuations of your staple supplies? Do you take advantage of a favorable market to buy in? Do you know what the saving is between haphazard buying and buying at the right time?
SANITARY ENGINEER Price Quotation Section will inform you twice monthly of market conditions and will place before you quotations on all your supplies.

Send the Coupon While You are Thinking of It—NOW!

SANITARY ENGINEER
143 University Avenue, Toronto

....192....

Please send me Sanitary Engineer.

I am enclosing } *$2 to pay for my subscription till January, 1924.*
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Name.....

Address.....

Occupation.....

If interested tear out this page and place with letters to be answered.

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Goodell-Pratt Co., Greenfield, Mass.
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Standard Meter Co., Ltd., Toronto, Ont.

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Canadian Canoe Co., Ltd., Peterborough, Ont.

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Carborundum Co., Niagara Falls, N. Y.

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Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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Bissell Carpet Sweper Co., of Canada, Ltd., Niagara Falls, Ont.
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Smith & Egge Mfg. Co., Bridgeport, Conn

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn

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Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Hurtubise, Limited, Montreal, Que.
Maxwells, tLd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHUCKS, TAP
The Greenfield Tap and Die Co. of Canada, Ltd., Galt Ont.

CHURNS, HAND AND POWER
Beatty Bros., Limited, Fergus, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys' Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont
Canada Foundries & Forgings, Ltd., Brockville
Taylor-Forbes Co., Guelph, Ont.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que
Everett Mfg. Co., Sult Ste. Marie, Ont.

CLOTHES HORSES
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont
J. H. Connor & Son Limited Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton, Ont
The Steel Co. of Canada, Ltd., The, Hamilton
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The United Royalties Corp., New York, N. Y

CLOTHES PINS
Wm. Case & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canda, Ltd., The, Hamilton, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Aluminum Specialty Co., Toronto.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COAL OIL STOVES
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Standard Meter Co., Ltd., Toronto.

COASTER WAGONS
The Walter Bentley Co., Ltd., Niagara Falls, Ont.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., St. Catharines, Ont

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Newell Mfg. Co., Prescott, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J

COPPER WARE
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto

CORD, SASH
Aero Mfg. Company Ltd., Lennoxville, Que.
Wm. B. Stewart & Sons, Ltd., Toronto, Ont

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que
Consumers Cordage Co., Montreal and Halifax
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

CRANK PULLS (WIRE)
Steel Co., of Canada Ltd., The, Hamilton, Ont

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CROWBARS
B. J. Coghlin & Co., Montreal, Que.
The Warren Tool & Forge Co., Warren, Ohio

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Fridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England
James Hutton & Co., Montreal, Que.
Jonathon Crookes & Son, Ltd., Sheffield, Eng
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N. Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatiere Pere & Fils, Thiers, France.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co., Roxbury (Boston, Mass.)

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd Toronto, Ont.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.
Taylor-Forbes Co., Ltd. Guelph, Ont.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co. Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co., of Canada, Ltd Galt, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOOR BOLTS
Canada Steel Goods., Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng

DOOR HANGERS
Taylor-Forbes Co, Ltd., Guelph, Ont
N. Slater Co., Limited, Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont
Can. Foundries & Forgings, Ltd., Welland, Ont
N. Slater Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

DRY COLORS
Brandram-Henderson, Montreal, ue.
Canada Paint Co., Ltd., Montreal, Qut.
The Imperial Varnish & Color Co., Ltd., Toronto
Banwell-Hoxie Wire Fence Co., Hamilton.
A. Ramsay & Son Co., Montreal, Que
Martin-Senour Co., Ltd., Montreal, Que
McArthur Irwin, Ltd., Montreal, Que.

DRY CELLS
Canadian National Carbon Co., Toronto
Dominion Battery Co., Toronto, Ont

DYNAMITE
Candian Explosives, Ltd. Montreal, P.Q

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada Ltd Toronto.
Wheeler & Bain, Ltd., Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont

EGG BEATERS
Collette Mfg Co., Collingwood.
The United Royalties Corp., New York, N.Y

EGG CASES
Walter Woods Ltd., Hamilton, Ont.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal
Walter Woods Ltd., Hamilton, Ont.

EJECTORS AND SYPHONS
United Brassfounders & Engineers, Ltd., Manchester, England.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto
E. T. Wright & Co., Ltd., Hamilton, Ont.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto
The Renfrew Electric Products, Ltd., Renfrew, Ont
The Hoover Suction Sweeper Co., Ltd., Hamilton, Ont.
McDonald & Wilson, Ltd., Toronto, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont

ELECTROPLATE WARE
Christopher Johnson & Co., Sheffield, England

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

ENAMELS
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.
Sturgeons Limited, Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto

EQUIPMENT, STORE
Cameron & Co., Toronto

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
Steel Co. of Canada Ltd., The, Hamilton, Ont.

EXPANSION BOLTS
N. Slater Co., Ltd., Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FASTENERS, CORRUGATED
The Cary Mfg. Co., Brooklyn, N. Y.

FAUCETS, PETROLEUM
Adamson Mfg. Co., Limited, Hamilton, Ont
Can. Foundries & Forgings, Ltd., Brockville, Ont

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

THE BUYERS' GUIDE

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd, Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
New Brunswick Wire Fence Co., Ltd., Moncton, N. B.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

FIRE DEPARTMENT SUPPLIES
Gutta Percha & Rubber, Ltd. Toronto, Ont.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Guardian Fire Screen Co., Montreal, Que.
Canada Wire & Iron Goods Co., Hamilton, Ont.

FISHING TACKLE
T. I. Thompson, Owen Sound, Ont.

FLASHLIGHTS ELECTRIC
Canadian National Carbon Co., Toronto, Ont.
Dominion Battery Co, Ltd., Toronto, Ont.

FLAT AND FLAT COILED SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal, Que.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
International Varnish Co., Ltd., Toronto.
Martin Senour Co., Ltd., Montreal.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FLY KILLERS
E. T. Wright Co., Limited, Hamilton, Ont.

FORCE CUPS
Dunlop Tire & Rubber Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

FORGINGS, DROP
N. Slater Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto, Ont.
E. T. Wright Co., Limited, Hamilton, Ont.

FURNACES
Can. Foundries & Forgings, Ltd., Welland, Ont
Chas. Fawcett, Ltd., Sackville, N. B.
Gurney Foundry Co., Ltd., Toronto, Ont.
Monitor Stove Co., Toronto.

FURNACES, COAL OIL
Clayton & Lambert Mfg. Co., Detroit, Mich
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal, Que.
The Deco-Tint Co., Montreal, Que.
Imperial Oil Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal, Que

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont

GALVANIZED IRON SHEETS
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont
A. C. Leslie & Co., Montreal, Que.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont
Western Steel Products, Ltd., Winnipeg.
E. T. Wright Co., Limited, Hamilton, Ont

GALVANIZED WIRE NETTING
Boulton & Paul, Limited, Norwich, Eng.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
N. Slater Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
TLes. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ontario.

GASKETS, RUBBER
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont
Gutta Percha & Rubber, Ltd., Toronto, Ont.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
The Steel Trough & Machine Co., Ltd., Tweed Ontario.

GATES, GALVANIZED
The Frost Steel & Wire Co. Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton, Ont
Steel Co. of Canada Ltd. The Hamilton Ont.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell Pratt Co., Greenfield, Mass.
The Greenfield Tap & Die Co. of Canada, Ltd.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor
Consolidated Plate Glass Co., Ltd., Toronto.

GLASS, DOOR
Pilkington Bros. Limited, St. Catharines, Ont

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont
A. Ramsay, Son & Co., Montreal, Que.
Ontario Plate Glass Co., Ltd., Hamilton.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal, Que.

CLOCK SPRINGS
Barnes, The Wallace Co., Ltd., Hamilton, Ont.

GLUE
Canada Glue Mfg. Co., Ltd., Brantford, Ont.

GLUE, SHEET AND GROUNDS
A. Ramsay, Son & Co., Montreal, Que.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

GRINDERS, HAND AND POWER
Geo. P. Reuhl, 275 King St. East, Toronto, Ont.
The Carborundum Co., Niagara Falls, N. Y.
Taylor-Forbes Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N. Y

GRINDSTONES
The Carborundum Co., Niagara Falls, N. Y.
Cleveland, The Stone Co., Cleveland, Ohio.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

GUNS
The H. W. Cooey Arms & Mfg. Co., Toronto.
Marlin Firearms Corporation, New Haven, Conn
Savage Arms Corporation, Utica, N. Y.
Marble Arms Mfg. Co., Gladstone, Mich.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAW MACHINES
Goodell-Pratt Co., Greenfield, Mass.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R. I.
Godell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Simonds Canada Saw Co., Limited, Montreal, Quebec.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto,
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal
Smith & Hemenway Co., Inc., Irvington, N. J
L. S. Starrett Co., Athol, Mass.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Burtubise, Limited, Montreal, Que.
Stanley Works, New Britain, Conn.
The Warren Tool and Forge Co., Warren, Ohio

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Ltd., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM SASH AND SCREEN
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Hobbs Hardware Co., Ltd., London, Ont.
Hurtubise, Limited, Montreal, Que.
Quality Tool Works, Ltd., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
Burlington Window Blanket Co., Ltd., Toronto.
Adams Bros., Harness Co.
Samuel Trees & Co., Ltd., Toronto, Ont.

HARVEST TOOLS
Canada Axe & Harvest Tool Co. Ltd., Montreal, Q.

HACHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Ltd., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co., of Canada, Ltd., The Hamilton, Ont

HAY RAKES
Rugg-Ball Mfg. Co., Ayers Cliff, Que.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Hamilton Stove & Heater Co., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Lamarre & Co., Ltd., St., Remi, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

HEATERS, ELECTRIC
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Canadian Westinghouse Co, Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HINGES, ORNAMENTAL
Canada Steel Goods Co., Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co., of Canada, Ltd., The, Hamilton, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SPRING
Canada Steel Goods Co., Ltd., Hamilton, Ont
Chicago Spring Hinge Co., Chicago, Ill.
Lawson Mfg. Company, Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N. Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Toronto, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The Hamilton, Ont.
Wilkinson & Kompass. Hamilton, Ont.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dunlop Tire & Rubber Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto, Ont.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ontario.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., NewMarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
TLe Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ontario.

THE BUYERS' GUIDE

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R. I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg Man.

IRON CEMENTS
Smooth-On Mfg. Co., Jersey City, N. J.

IRON, MERCHANTS BAR
The British Empire Steel Corp, Ltd., Montreal.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON CORRUGATED
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
British Empire Steel Corp. Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal, ue.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
British Empire Steel Corp. Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.

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Beatty Bros., Limited, Fergus, Ont.

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JACK SCREWS
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Millers Falls Company, Millers Falls, Mass

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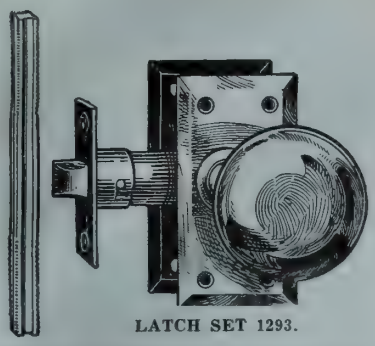
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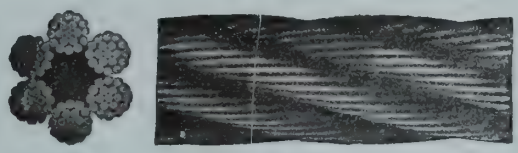
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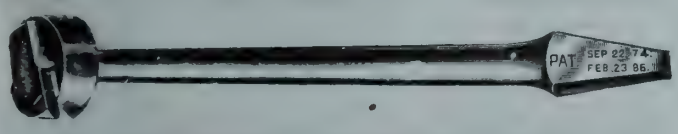
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Wm. B. Stewart & Son, Ltd., Toronto, Ont
Hamilton Cotton Co., Ltd., Hamilton, Ont.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont
Shurley-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont
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SAWSET
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Henry Disston & Sons, Limited, Toronto, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

SAWS COMPASS
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont
Henry Disston & Sons, Limited, Toronto.

SAWS COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington N. J.
T. F. Shurley Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto, Ont.
La Manufacture de Scies de Levis, Que.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. F. Shurley Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal

SAW BLADES, HACK
Henry Disston & Sons, Limited, Toronto, Ont.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto, Ont
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que
Smith & Hemenway Co., Inc., Irvington N. J

SAWS, METAL CUTTING
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que

SAW MACHINES, HACK
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que

SAWS, KEYHOLE
Henry Disston & Sons, Limited, Toronto, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

SCREWS, WOOD
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

SCREEN DOORS
Ham Bros., Co., Ltd., Brantford, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.
Ham Bros. Co., td., Brantford, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Quality Tool Works, Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co., of Canada, Ltd., The, Hamilton, Ont

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England
J. Wiss & Sons Co., Newark, N. J.

SHEET METAL STAMPING
N. Slater Manufacturing Co., Ltd., Hamilton, Ont

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co. Montreal, Que.
Dominion Sheet Metal Co., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto, Ont.

SHOVELS
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
Rugg Ball Mfg. Co., Ayer's Cliff, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.

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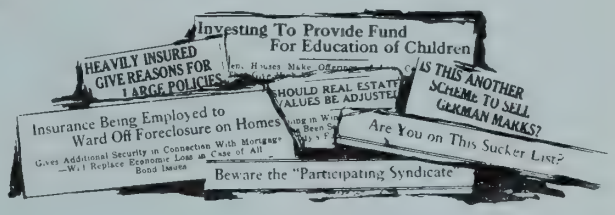
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Christopher Johnson & Co., Sheffield, England
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont
SILVER-PLATED WARE
Oneida Community, Ltd., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que
SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
SION AND SPECIAL WIRE
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SKI
The Northland Ski Mfg. Co., St. Paul, Minn
SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.
SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Harley Davidson Cycle Co., Winnipeg, Man.
SLEDGES, BLACKSMITHS, COAL AND STONE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Warren Forge & Tool Co., Warren, Ohio
The Dominion Snath Co., Ltd., Waterville, Que
SNIPS (TINNERS')
Smith & Hemenway Co., Inc., Irvington, N. J
SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn
SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn
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J. H. Williams & Co., Ltd., St. Catharines, Ont
SOLDER
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co. of Canada, Limited Toronto, Ont.
SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.
SOLDERING PASTE
The Chicago Solder Co., Chicago, Ill
SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Sheet Metal Products Co., of Canada, Ltd., Toronto.
Gendron Mfg. Co., Toronto, Ont.
SPADES
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.
SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
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SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.
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B. J. Coghlin Co., Ltd., Montreal, Que.
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Barnes, The Wallace Co., Ltd., Hamilton.
SPRING CLIPS
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SPRING WASHERS
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SPRINGS:—PHOSPHOR BRONZE, MUSIC WIRE, BRASS, TEMPERED
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—FLAT COILED AND FLAT STEEL.
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
SPRINGS:—MILLED
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SPRINGS:—WHIFFLETREE
Barnes, The Wallace Co., Ltd., Hamilton, Ont
SPRINGS:—COMPRESSION, EXTENSION, TOR
Barnes, The Wallace Co., Ltd., Hamilton, Ont.
STABLE FITINGS
Can. Foundries & Forgings, Brockville, Ont
STAINS
Brandram-Henderson, Montreal, Que.
Canadian Paint Co., Ltd., Montreal, Que
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Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Toronto.
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Benjamin Moore & Co., Ltd., Toronto, Ont
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Sherwin-Williams Co., Montreal.
Sturgeons Limited, Toronto.
STAINS, STRAW HAT
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A. Ramsay & Son Co., Ltd., Montreal
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Newell Mfg. Co., Ltd., Prescott, Ont.
STAMPINGS
Canada Steel Goods Co., Hamilton, Ont
N. Slater Co., Ltd., Hamilton, Ont.
STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, td., The, Hamilton, Ont
Western Wire & Nail Co., London.
STAPLES, BED
Steel Co., of Canada, Ltd., The, Hamilton, Ont
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Thos. Davidson Mfg. Co. Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto
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Beatty Bros., Limited, Fergus, Ont.
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STEEL CLOTH
John W. Gottschalk, Philadelphia, Pa.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton.
STEEL BATHS
Adolphe Huot, Ltd., Quebec, Que.
STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.
STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.
STEEL, SLEIGH STOVE AND TIRE
Steel Co., of Canada, Ltd., The, Hamilton, Ont
STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont
STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont
STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St. New York
STEEL—COLD ROLLED STRIP
Barnes, The Wallace Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Ltd., Hamilton, Ont
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Barnes, The Wallace Co., Ltd., Hamilton, Ont.
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Barnes, The Wallace Co., Ltd., Hamilton, Ont
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The Steel Trough & Machine Co., Ltd., Tweed, Ont
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Barnes, The Wallace Co., Ltd., Hamilton, Ont
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National Electric Heating Co., Ltd., Toronto, Ont
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The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.
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The Standard Meter Co., Limited.
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Adolphe Knot, Ltd., Quebec, Que.
The Leslie Mfg. Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Ltd Toronto, Ont.
E. T. Wright & Co., Ltd., Hamilton, Ont.
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Cameron & Co., Toronto, Ont.
N. Slater Co., Ltd., Hamilton, Ont.
TACKS
Canada Tack & Nail Co., Ltd., Morrisburg, Ont.
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Brown-Boggs Co., Hamilton, Ont.
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Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
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Gutta Percha & Rubber, Ltd., Toronto.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont
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Quality Tool Works, Ltd., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.
TOOLS, HARVEST
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TRAPS GAME
Oneida Community, Ltd., Niagara Falls, Ont.
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Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
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Wheeler & Bain, Limited, Toronto, Ont.
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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chas. Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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J. H. Williams & Co., Ltd., St. Catharines, Ont
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Smith & Hemenway Co., Inc., Irvington, N. J
WASHERS
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London Rolling Mill Co., Ltd., London, Ont.
N. Slater Mfg. Co., Ltd., Hamilton, Ont.
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The Sheet Metal Products Co. of Canada, Ltd., Toronto

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Sheet Metal Products Co., of Canada, Limited.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Martin Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ld., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
British Empire Steel Corp., Ltd., Montreal.

WIRE, BARBED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
New Brunswick Wire Fence Co., Ltd., St. John, N.B.
The Frost Steel & Wire Co., Ltd., St. John, N.B.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
British Empire Steel Corp., Ltd., Montreal.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE BALE TIES
British Empire Steel Corp., Ltd., Montreal.
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Imperial Steel & Wire Co., Collingwood, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Macdonald Wire Goods Co., Drummondville, Que.

WIRE, COPPERED
Frost Steel & Wire Co., Ltd., Hamilton.
Imperial Steel & Wire Co., Ltd. Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
British Empire Steel Corp., Ltd., Montreal.
Steel Co., of Canada, Ltd., The Hamilton, Ont.
The Frost Steel and Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Maritime Nail Co., Ltd., St. John, N.B.

WIRE HOOPS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The Hamilton, Ont.

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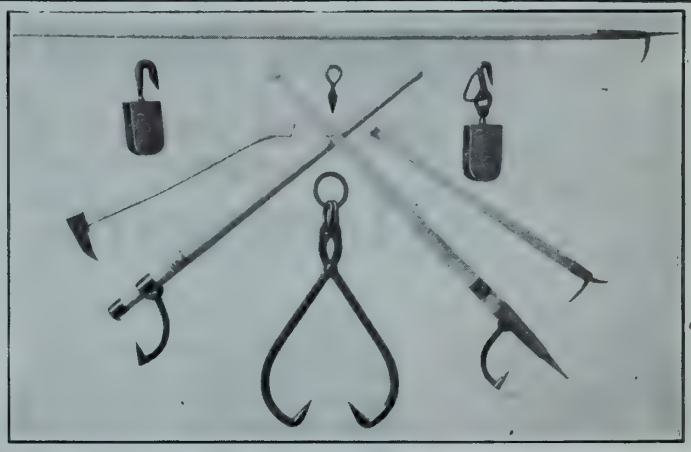
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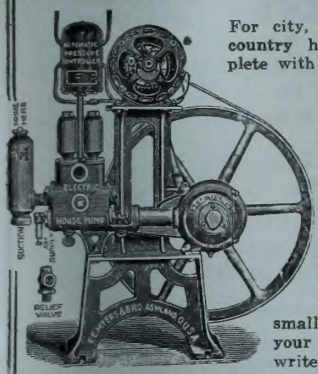




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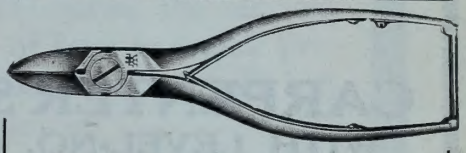
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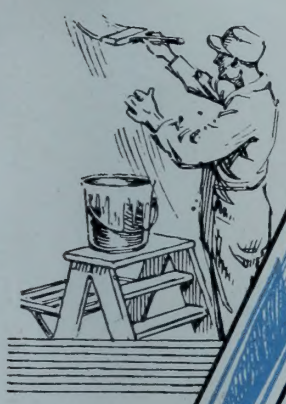
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